

LEATHER AND SHOES

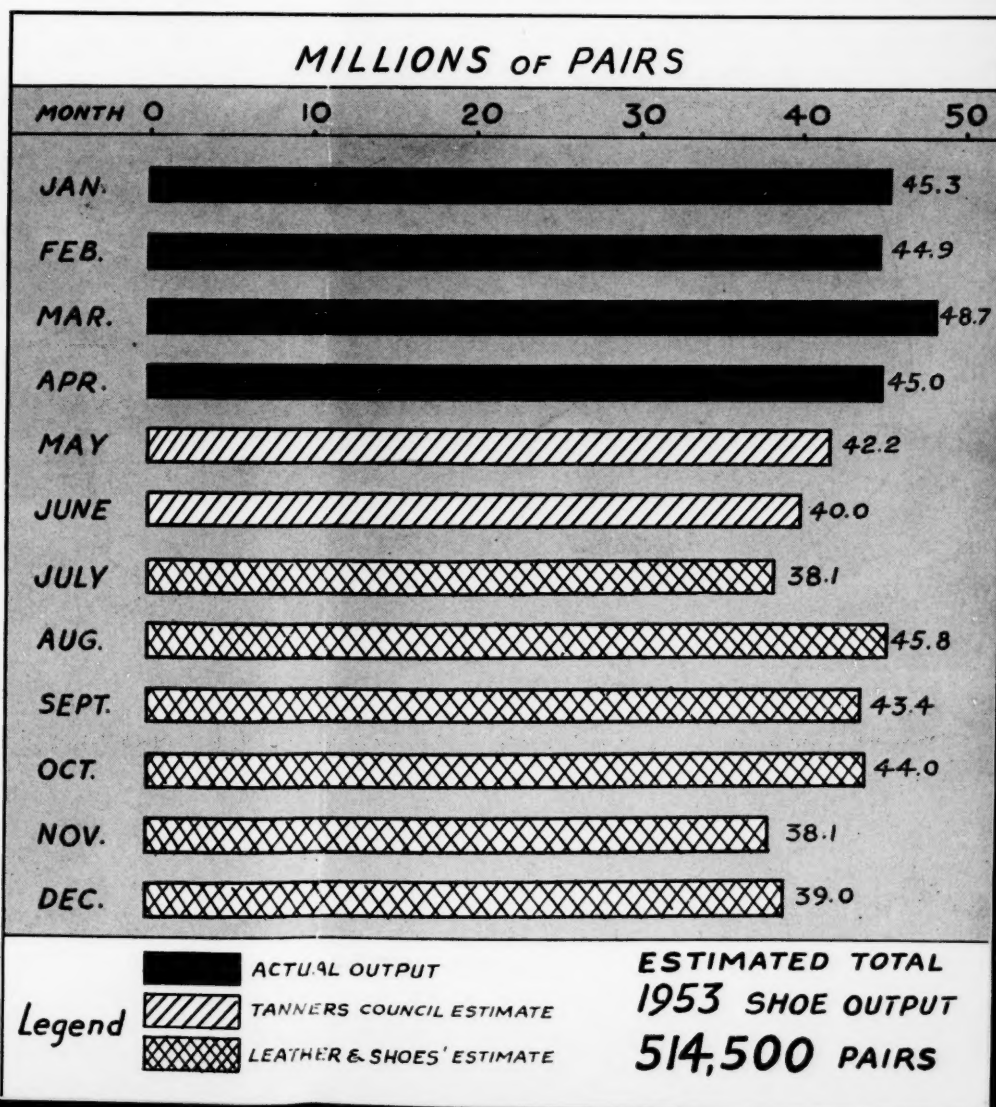
The Magazine for Executives

JULY 4, 1953

Output Of 514 Million Pairs For 1953

This is Leather
And Shoes' estimate of shoe
production for
the year — with
a second half
lower than the
first, yet a solid
second half for
the industry.

Also . . .
Red Unions
Again
Under Fire



"Put Yourself in these Shoes!"

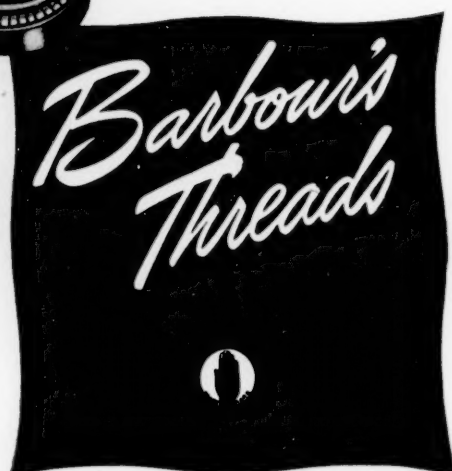


That's what manufacturers want *their* shoes to suggest to customers. And when you come right down to it, the big dress-up factor in shoe manufacture is a trim, tight sole. Right here is where **KANTSTRAND BRAID** enters your sales picture because it works for you where you want it most — at the pay-off point of sale.

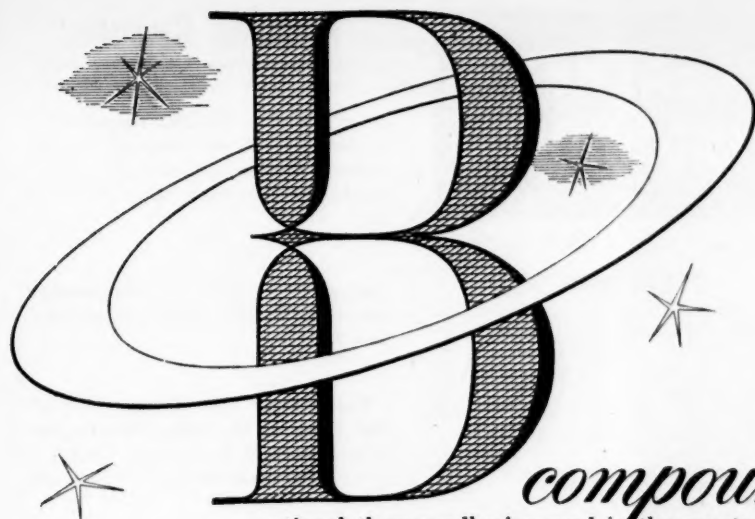
But KANTSTRAND has much more to recommend itself!

First, this coreless braid is made of carefully selected fibers—especially engineered to resist stranding, to run fast and to set tight. KANTSTRAND BRAID is uniform, strong, and smooth, thereby reducing stoppage and reworking. By giving you efficient, economical operation, KANTSTRAND costs you less per shoe than threads that might cost you less per pound.

If you have a sole-sewing problem—if you want samples of KANTSTRAND BRAID or any other Barbour Thread, our staff of salesmen is at your service.



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sational thermo-adhesive used in the construction of six important new box toe materials. Cream white in color, it is both clean to handle and clean in shoes. It softens speedily in box toe apparatus and permanently bonds the vamp lining to the box toe. Toe walls and domes are uniformly rigid yet their rearward portions are as you want them to be — flexible — and comfortable to the foot. Seven years in our laboratories, B compound, and the structural plastic films used with it, represent the latest — and the ideal — box toe construction for volume shoemaking.



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Beckwith **BOX TOES**

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Desk . . .
but stay
on the job!**

Did the doctor ever tell you you should relax more . . . and did you say, under your breath, "Yeah, but who's going to do my work?"

Why not do both? Why not get away from your desk for a few minutes every day but still stay on the job?

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Keep it on your desk. It'll give you the daily "breather" you ought to have and help you see the lighter side of shoe business.

Save doctor bills. Order your "Shoeman's Holiday" today—the book that makes business easier.

**Shoeman's
Holiday**

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LEATHER and SHOES

Coming Events

Aug. 2-6, 1953—National Luggage and Leather Goods Show. Sponsored by Luggage and Leather Goods Manufacturers of America, Inc. Hotel New Yorker, New York City.

August 17-19, 1953—Allied Shoe Products and Style Exhibit. Hotel Belmont-Plaza, New York City.

August 18-19, 1953—Showing of American Leathers for Spring and Summer, 1954. Sponsored by Tanners' Council of America. Waldorf-Astoria, New York City.

Sept. 6-11, 1953—Annual Meeting, International Union of Leather Chemists Societies. Barcelona, Spain.

October 11-14, 1953 — Canadian Shoe & Leather Convention and Shoe Fair. Sponsored by shoe manufacturers, shoe suppliers and tanners. Mount Royal Hotel, Montreal.

Oct. 21, 1953—Annual Fall Meeting, National Hide Association. Edgewater Beach Hotel, Chicago, Ill.

October 22-23, 1953—Annual Fall Meeting of Tanners' Council of America, Edgewater Beach Hotel, Chicago.

Oct. 26-29, 1953—National Shoe Fair, sponsored jointly by National Shoe Manufacturers Association and National Shoe Retailers Association at the Palmer House and other Chicago hotels.

Nov. 29-Dec. 3, 1953—Popular Price Shoe Show of America showing of footwear for Spring and Summer 1954. Sponsored by National Association of Shoe Chain Stores and New England Shoe and Leather Association. Hotels New Yorker and McAlpin, New York City.

Feb. 14-16, 1954—Factory Management Conference. Sponsored by National Shoe Manufacturers Association. Netherlands Plaza Hotel, Cincinnati O.

March 1-2, 1954—Showing of American Leathers for Fall and Winter 1954. Sponsored by Tanners' Council of America. Waldorf-Astoria, New York City.

Oct. 28-30, 1954—Annual Fall Meeting of Tanners' Council of America. Edgewater Beach Hotel, Chicago.

July 4, 1953

Shoe store customers survey shows...



Lawrence GUN METAL *often mistaken for calf*

Place: A typical American city. *Result:* Shoe store customers interviewed actually liked Lawrence GUN METAL as well or better than they do higher-priced calf. In fact, it was the one leather often mistaken for higher-priced calfskin.

People made their selection from 5 unidentified swatches, including A. C. Lawrence Gun Metal, 3 competitive side leathers and 1 calfskin. More people selected Lawrence Gun Metal as their first choice.

There are profits for you in GUN METAL. See for yourself

its fine appearance, suppleness and feel. See why it is the side leather most often mistaken for calf. Write for free swatches or see a typical side. A. C. Lawrence Leather Company. A Division of Swift & Company (Inc.) Peabody, Mass.

LAWRENCE LEATHER
It's naturally better



Is there really an increasing consumer demand for quality goods backed by the willingness and ability to pay? The theory is appealing but the realistic facts say

IT AIN'T NECESSARILY SO

FOR some time now American industry and business has been urged to adopt what is being termed a "new economic philosophy" which, according to its advocates, has ripened into the golden opportunity of free enterprise today. The theme of this new concept is simply this:

The American people have about reached a surfeit of *quantity* of goods and are now seeking primarily a new element: *quality* of goods. Now that we have practically no have-nots in America and the average person has acquired sufficient *amounts* of the things he wants, the only direction that buying can go in the future is in the direction of better *quality* of goods or services. Hence, manufacturers and merchants, while continuing to maintain or build volume sales, should nevertheless place selling emphasis on the new theme of building volume with *quality* goods.

Philosophy Not Airtight

While this "new" economic philosophy or concept carries a dramatic tone and has excited interest among manufacturers and merchants, it strikes us as being a little out of line with some economic realities.

Some of the "theory" behind this concept is acceptable. For example, it is true that Americans have reached the highest level of prosperity the world has ever known: the highest level of employment, of income, of production, of sales, of consumption of goods and services, etc.

But it is the extension of this theory that begins to stretch itself thin and over-long. It states flatly or implies that most of America's basic needs for goods and services have been pretty much fulfilled; that today and tomorrow the consumer search is not to be for *increased amounts* of things to buy, but rather for a *better quality* of the type of consumer goods they already possess or can possess.

How does this shape up with the realistic facts? There is still—and will be for a long time—a consumer demand for what the American public considers basic goods and services: for washing machines, dryers and ironers, deep-freeze units; for cars and homes; for travel and vacation wants; for home furnishings; for clothing; for medical services; etc.

Millions of America's 45 million families still do not possess these items. These are, mind you, basic items; almost fitting into the category of necessities as measured against the American standard of living. Millions of Americans are still seeking "quantity" of goods first before they are in a position economically to move upward to the level of demand for quality because their quantity needs have been surfeited.

Strong indication of this is the current power of prices in the movement of all kinds of consumer goods. The magnetism of the price tag—even in today's relative prosperity—is a reality known to every retail merchant.

Influx of New Items

Another vital point is being overlooked in the propounding of this theory: the competition from the constant in-flow of *new* consumer items. No sooner do we begin to believe that just about all goods have been made available to consumers, thus permitting the movement toward demand for quality, then in come new items to open the field again for demand for quantity.

For example, the rise of television and TV sets in the past few years. Or for longer vacations. Thus, money that was formerly available for the purchase of better quality goods, now goes into new goods.

However, at this point let's get something straight. While consum-

ers are constantly striving to fulfill their ever-expanding wants in terms of quantity, they are also demanding better quality in that quantity—but with rigid limitations in price levels. They seek "popular-price" shoes, but they are also demanding a certain level of quality for their money. While certain quality standards are in demand, those standards are adapted to a level limited by a price range. Boiled down, it means that customers want good quality at low prices.

No Luxury Yet

We have not yet reached the "luxury" stage inferred by this new economic concept where the movement is toward quality goods at quality prices. Though the vast majority of consumers prefer better grade or quality goods, the consumer dollar must be spread over such a wide variety of purchases and living costs that the consumer preference for quality must be subordinated to the realistic limitations of the family budget.

There is none so quality-conscious as a woman. Yet, today about 50 percent of all women's shoes sell for \$6 and under, retail. About 70 percent of all misses' and children's shoes sell for \$5 and under, retail. These are hardly "quality" grades or price ranges, yet that's where the majority of retail buying exists.

American industry and business is dedicated to one basic service: giving the public what it wants, and doing so at a reasonable profit. While the public always wants quality for its money, the public has put a reasonable limit to its quality demand in ratio to what it can afford to pay.

Reprints at nominal costs: Up to 100, 10c each; 200-500, 5c each; 1000-3000, 2½c each; 5000 or over, 1½c each.

Stylescope

SHOE FASHION NEWS AND TRENDS

Four parts that make up the best fashion planning are past performance, current influences in fashions, pure speculation, and tried staples that are good fashions. This was theme of talk by Ruth Kerr Fries, director of calf and leather division of Tanners' Council of America, Inc., given before St. Louis shoe manufacturers and designers at luncheon meeting held in Hotel Sheraton last week.

One-half of next Spring's line will be made up of this Spring and Summer's new successes, pertaining to last, pattern and heel heights, according to Mrs. Fries. This she based on an analysis of planning a line which takes into consideration factors that have to do with fashion futures. One-fourth will be given to actual new styles and one-fourth to best colors of this current Spring.

These factors make for two dominant influences in shoes for Spring, 1954, Mrs. Fries pointed out: Pretty comfort—true fashion ideas on 1 7/8 heel heights and lower; and Cheesecake—all of those things which draw attention to foot to complement pretty and simple apparel silhouette.

Cheesecake in footwear, she explained, may be interpreted in many open sandalized types, possibly a shifting of emphasis on the very open front to less opening at the toe. Possibly open shoes in front with new quarters or more patterns that have real adjustment or quarter in back to keep foot in shoe. Cheesecake shoes connote these particular fashions which are continuing: Exposure fashions, lots of skin showing, the barely-there idea, the down-to-here idea, the allure of Hollywood with third dimensional movies that may influence new wider lines in figure anatomy. Also cited as a new influence are Spanish styles stemming generally from Spanish colors, mantillas and lines.

Expected boom in anilines paying off. One manufacturer reports 50 percent better than usual in aniline calf for this season. At this time usually suede represents 90 percent of line. Now 50-50 between aniline calf and suede. Browns dominate although few other colors enter picture. Big news in aniline finishes is expected interest in aniline kid for next Spring.

Halter types strong. When originally introduced these patterns were not good fitters. Consumers liked shoes so manufacturers bent over backwards to produce comfortable well-fitting styles. Hard work payed off. Late Fall will see many of these types in store windows.

Halters are replacement of old sling. In spite of emphasis on closed look revived a few seasons back, slings kept position somewhat because women liked open back idea. Now halter gives fresh look to open back shoes, maintaining comfort not found in naked quarter styles.

Heels range to extremes in halter types. For next Spring these shoes being built on either very high lasts or flatty types with pancake heels. Only heel category not important here at this writing, are mid-heights. This helps halter in general since new high and very low heels are fashion news in themselves. Sandalized vamps in suede for late Fall and mesh for Spring dominate this category. Halter features either buckle or goring for adjustment.

Smooth leathers in pumps steadily climbing. Treatments are the key. About 50-50 between monotones and dual-tones. Braidings, bindings, embroidered ideas, nailheads, studs, glittery twists, and other devices being used in swirling, circling, intricate patterns. Unusual lines in vamp itself such as envelope flap, piped to bring out detail also strong.

Spanish toe appears strongest when closed. Multitude of designs have been forthcoming in open toe ideas on this last. However, once these shoes are on foot, pointed toe illusion is lost. Some manufacturers now feel pointed toe good only in closed models, for this reason. Pattern treatments on vamp and cutouts felt to be good.

Leather Show coming up next month should set off birth of several new ideas. Rumors have been prevalent that several new ideas are forthcoming. In better grades these will be designed to enhance aniline-finished leathers. In lower price ranges fabrics will be used in combinations with leathers. Early indications are that mesh will at least hold its present strength. This will be true in women's and children's lines and even more strongly in men's.

Colors doubtful at this point. At present only color predictions being ventured concern staples. Of course, brown, especially in aniline finishes, moving into fashion farther than staple position. Many ideas being tried out in resort lines where multi pastels and solid pastels seem to hold even stronger positions than before. Color question should achieve some direction within next few weeks.

Rosalie Marzbanian

514 MILLION PAIRS FOR 1953

Shoe manufacturers can look forward to a lower but solid second half (248 million pairs) this year. Chief gains will be in women's and juvenile shoes. Here's a graphic, sound analysis of what we can expect over the next six months.

THERE'S no need for the industry to feel skittish about shoe production prospects for the last half of 1953. While we can expect a mild decline from the near-record output chalked up during the first half, the year will end up with a production estimated by LEATHER AND SHOES at approximately 514,500,000 pairs.

Near Record Year

This will be the second highest shoe production year on record (tops was 1946 with 529,000,000 pairs, and next was 1950 with 512,000,000 pairs). However, the 1946 output was largely from postwar-starved retail inventories, while 1950 output was spurred by war-scare buying following the Korean outbreak. Neither of these factors have played an important role thus far in 1953. It's primarily a case of healthy, fairly normal shoe business. The month-by-month 1953 production estimates will be noted in Table 1.

The important gains may be expected in women's and juvenile footwear. For women's, a gain of approximately 5,000,000 pairs over last year, and a gain of about 4,000,000 pairs in the juvenile field. Men's shoe output, including military, is expected to stay about even with last year, and likewise with athletic footwear. Slippers will probably show a slight gain of nearly a million pairs. Total gain over last year should be around six million pairs. (See Table 2).

Now, what are the factors supporting these relatively long-range estimates?

First, current and recent status of production. Output for the first half of 1953 reached an estimated 266 million pairs, second highest first half on record. That would come to an annual rate of 532 million pairs, which, if materialized, would set a new output record.

However, it's generally conceded that there will be some shading off in production in the second half. In checking with many manufacturers, however, the consensus (based on ac-

tual book orders and other factors) is that production outlook for the last half looks "healthy and normal." Not as strong as the first half, but no substantial drop, either. The important thing is that the "surplus" output of the first half will act as a buffer against any decline in the last half, thus balancing off to give a solid year-end figure.

Our own estimate is as follows: for the first half, 266 million pairs (a figure already established); for the last half, 248 million. Year-end total: 514,500,000 pairs.

Traditionally, the rate of production during the last half for all types

Table 1
Shoe Production — Past, Present And Near-Future
(Add 000)

	1951	1952	1953
Jan.	45,784	41,306	45,268
Feb.	43,313	42,518	44,891
March	47,198	43,967	48,723
April	39,635	43,082	44,968
May	38,303	41,436	42,200*
June	37,678	39,747	40,000*
July	32,530	38,520	38,100**
Aug.	43,234	46,552	45,850**
Sept.	36,130	44,100	43,400**
Oct.	38,783	46,341	44,000**
Nov.	34,884	38,932	38,100**
Dec.	32,227	42,033	39,000**
	508,534	469,599	514,500

*Tanners' Council Estimate

**Leather And Shoes' Estimate

Table 2
Actual And Estimated Shoe Production By Types
(Add 000)

	Women's		Men's		Juvenile		Slippers		Athletic	
	1952-1953		1952-1953		1952-1953		1952-1953		1952-1953	
Jan.	19,676	21,718	8,577	8,953	10,037	11,217	2,251	2,946	216	226
Feb.	20,365	21,005	8,541	8,745	11,228	11,107	2,851	3,369	233	238
March	21,191	22,945	8,531	9,125	10,420	10,449	3,277	4,059	223	265
April	20,363	20,765	8,613	8,979	9,903	12,009	3,647	4,271	216	279
May	18,973	19,210*	8,462	8,700*	9,813	10,300*	3,626	3,900*	209	230*
June	17,926	19,100*	8,279	8,800*	9,203	9,700*	3,816	4,000*	181	190*
July	18,385	18,300*	7,256	7,100*	8,305	8,800*	4,070	4,000*	169	167*
Aug.	21,910	22,000*	8,986	8,300*	9,807	10,000*	5,249	4,900*	234	230*
Sept.	19,419	19,600*	8,775	8,200*	9,648	9,900*	5,638	5,200*	168	160*
Oct.	19,446	18,900*	9,339	8,800*	10,400	10,100*	6,442	5,900*	170	165*
Nov.	15,580	15,000*	7,866	7,500*	9,213	9,900*	5,668	5,100*	147	140*
Dec.	18,028	17,500*	9,010	8,800*	10,265	9,800*	4,161	4,000*	142	138*
	231,262	236,043*	102,235	102,002*	118,242	122,382*	50,956	51,645*	2,697	2,428*

*Leather And Shoes' Estimate

of shoes combined is about equal to the first half. However, this pattern of balance has not occurred in the last three years. During the first half of 1950, output was at a normal rate. The Korean outbreak in June shot output up in the last half at an abnormal rate, upsetting the normal balance between the two half years.

The situation was similar in 1951. Production was still riding high through most of the first half—a carry-over from war-scare buying. In the last half the bottom fell out of the barrel, again creating an abnormal balance between first and last half.

The first half of 1952 was a relative lull, due to the carry-over of heavy retail inventories. Then came the spurt in the last half of 1952, when retailers had allowed their inventories to reach rock bottom.

The first half of 1953 is again a carry-over of heavy buying by retailers for both replacement and inventory purposes.

Thus there has been a steady pattern of up-and-down output semi-annually over the past three years. We are just completing a half year of high-riding output. Does this mean that the pattern of recent years will go to work—that a good half will be followed by a poor half?

No. The production boom of 1950 lasted about 10 months—from June of 1950 to April of 1951. The relative slump that followed lasted about 13 months—from May of 1951 to June of 1952. We have now had about one year of relatively boom production conditions—from July of 1952 to the present.

If we take the "fatalist" or pessimistic view, then the pattern of the last three years suggests that we have about ridden out the boom and are now ready for a comparatively quiet period. The facts, however, suggest this is not the case, that we still have some distance to go—at least to the end of this year—before any appreciable downturn is in the cards.

As we've pointed out, these years 1950, 1951 and 1952 weren't normal in terms of shoe production because of several upsetting and unexpected factors which were tossed into the picture. But in 1953 we have seen a return to a relatively "normal" situation—relatively normal inventories, normal buying, normal retail sales, and the relative normality of a fairly prosperous economy over-all. In this atmosphere we can expect, over the last half, a fairly normal level of shoe production: lower than the first half, but no sharp dip.

This means a return to a fair balance between first-half and second-half production, such as existed in the

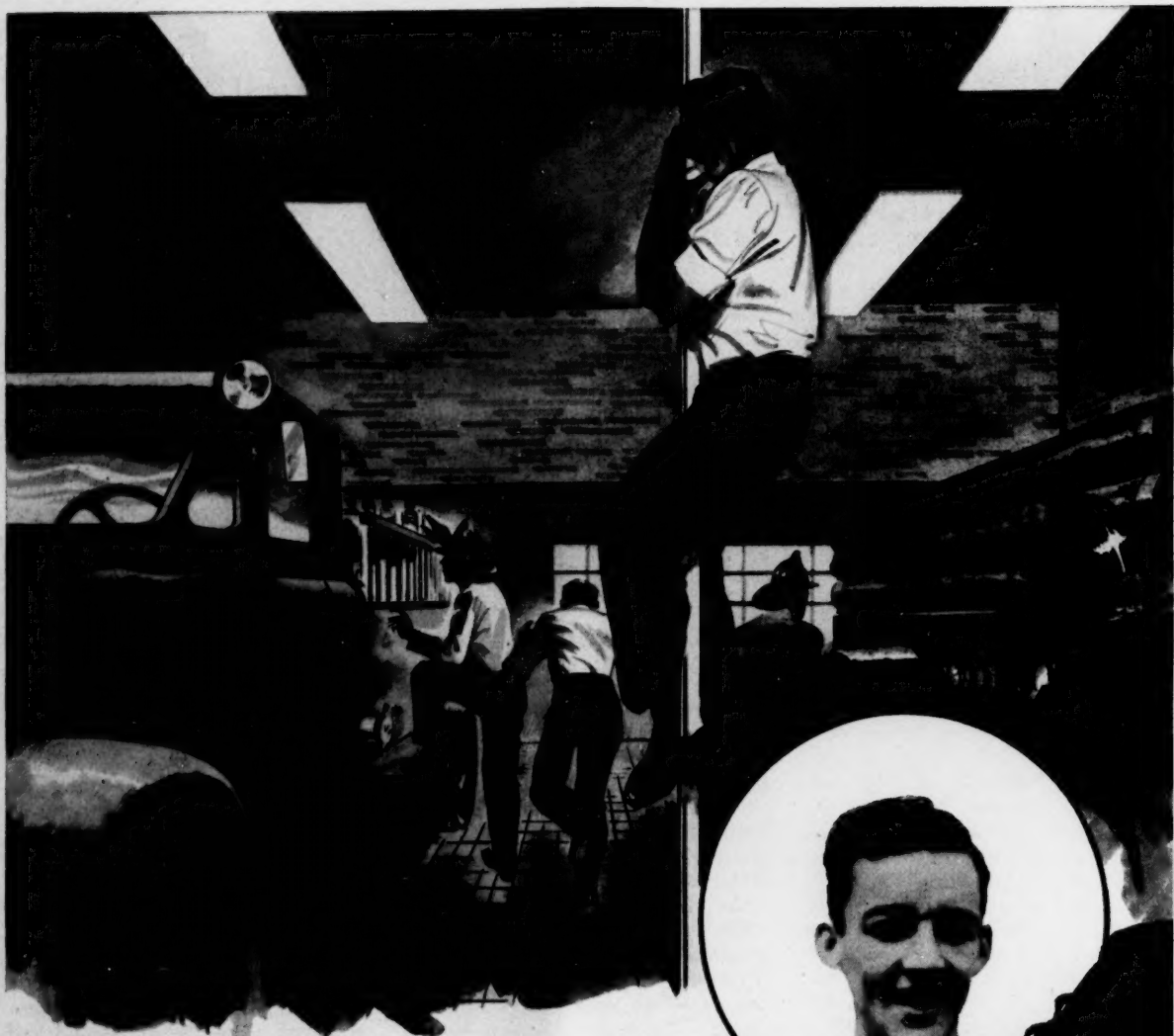
more normal years of 1947 or 1948 or in the prewar 1936-40 period. Note in Table 3 a fairly even balance in production in these two half-year periods. In 1947, output during the second half was slightly above that in the first half. This picture was almost exactly reversed in 1948. But note that in the five-year prewar period (1936-40) there was an exact balance between first-half and second-half output.

In 1952, even with the stepped-up output of the last half, we find that only 50.4 percent of our shoes were produced in the "good" second half as against 49.6 percent in the first half—a fairly even balance. In 1951, however, when the industry experienced the sudden second-half slump after the boom of the first portion, the ratio was more unbalanced: 53.6 percent of the output in the first half as compared with 46.4 percent in the second. That, however, was a truly exceptional year, the 42-million-pair drop in pairage from the previous

(Concluded on Page 32)

Table 3
Half Year Variations In Shoe Production
(Average month = 100)

	1st Half				2nd Half		
	1948	1947	1936-40		1948	1947	1936-40
Jan.	106	105	97	July	83	87	100
Feb.	105	98	103	Aug.	107	100	121
March	117	104	116	Sept.	109	105	109
April	102	101	101	Oct.	101	112	105
May	88	93	94	Nov.	90	105	82
June	100	88	87	Dec.	92	102	85
1st half				2nd half			
mo. aver.	103	98	100	mo. aver.	97	102	100



Hard abuse or normal use —

"Celastic" Box Toes Give Lasting Comfort

At work, at play and in the home — from the heaviest men's work shoes to women's high style footwear — "Celastic" box toes give the kind of toe comfort that leads to repeat sales.

The bond made by "Celastic" between doubler and lining forms a light yet extremely durable toe. "Celastic" gives shoes built-in wrinkle-free comfort in the toe area that the retailer and his customers can count on. Every shoe made with "Celastic" gains in style preservation and toe comfort at surprisingly little cost.

UNITED SHOE MACHINERY CORPORATION
BOSTON, MASSACHUSETTS



Smooth Toe Linings — Mr. Charles Kenney, a member of the Boston Fire Department assigned to Rescue Company No. 3, says: "I wore these shoes on duty and off in all kinds of weather and never had a moment's discomfort from loose linings in the toe"



* "Celastic" is a registered trade-mark of the Celastic Corporation



First tip-off on what to expect from shoe unions this year as 1954 contracts loom comes from leaders of two biggest in industry—John J. Mara of Boot and Shoe Workers Union, AFL, and Russell Taylor of United Shoe Workers of America, CIO.

Curiously enough and for the first time in history, both unions may look for same things. This holds true for International and Brown Shoe Co's. in St. Louis, two of the world's largest, where both CIO and AFL have working agreement to negotiate new contracts together. Once Brown and International terms are set, rest of St. Louis and mid-west area generally falls into line. So for Missouri, Illinois, etc., at least, unions will seek same benefits.

Officially, Taylor of CIO admits he will stress pensions and vacations as well as wages in coming negotiations. Union wants three weeks of paid vacations, a hospital plan footed all the way by company. Nothing said about guaranteed annual wage or five-year contract.

Mara says both CIO and AFL have agreed to "no raiding" policy. AFL likewise wants three weeks vacation, extra paid holiday bringing total to seven per year. Both want union shop at International and Brown. From all appearances, fall of 1953 will be among most vital in shoe union history, may mark jump-off into new era for shoe labor.

International Fur and Leather Workers Union again hits headlines of Congressional Committee investigations. This time, it's George F. Markham, 43-year-old IFLWU director of education in New England.

Markham appeared this past week before House un-American activities committee, again refused to tell whether he is or ever has been a Communist. This in itself is commonplace these days. However, IFLWU official may have set modern record by declining fully 44 times to say whether he has had Red affiliations.

Among the specific questions Markham refused to answer were: whether he ever taught at Samuel Adams School in Boston. School cited in 1947 by Attorney General as Boston adjunct to Communist Party. Another was whether he ever attended Communist Party meetings in Boston during Sept. or Oct. 1946.

Meantime, Congress still trying to outlaw red-dominated unions. Recent attempts have failed, including one to deny National Labor Relations Board recognition to IFLWU. Senate committee also unsuccessful in denying collective bargaining rights to American Communications Association, another red-dominated group. Now Senate is trying again to work up new legislation forbidding use of NLRB facilities to such unions.

New legislation introduced by Sen. John Marshall Butler (R.-Md.), would have a Subversive Activities Control Board set forth findings on whether union is red-ruled. Complaint accepted for investigation would bring intermediate suspension of union's bargaining rights. Finding against same union would make ban permanent, subject only to court appeal. During this time union would be powerless to negotiate with employers.

Communist-domination finding could be based on three conditions: through union officers, through groups within the union itself, or through Communist-fronts outside the union. Final ruling against the union would call for NLRB to hold election in which another union would be named worker bargaining-agent.

• •

Population study by New England Shoe and Leather Association has attracted considerable attention in nation's press. Study pointed out that best market of the near future for shoe and apparel manufacturers lies in younger age groups. Specifically, NESLA points out age group from 5 to 17 years in which increase of 33% expected between 1950-1960. This compares to total population increase of 12% during same period.

Makers of infants' and babies' shoes face drop of 21% in age group under five years. Above five years, prospects are good. Biggest increase seen in 10-14 group, expected to grow by 54%. The 15-19 group will increase 31% while 5-9 years only 12.4%.

Further breakdown of age groups according to sex reveals curious fact: both male and female groups in 5-17 year bracket expected to increase 32-33%. Both show increases averaging 53-54% in 10-14 years, 30-32.5% in 15-19 year group. Males all ages expected to increase 10.7% while females of same age will increase 12.4%. Most encouraging is fact a baby is born in U. S. every eight seconds against one death every 21 seconds—a net gain of one person every 12 seconds.

LEATHER UNION TARGET OF SENATE

MARKHAM MUM TO COMMIE CHARGES

Refuses Answers To Congress Queries

International Fur and Leather Workers Union, expelled from the CIO as Communist-dominated in 1949, is getting attention from Congressional investigating committees, and is due for even more.

George F. Markham, educational director of the union, was named as a "fellow party member" in Communism in testimony before the Senate Internal Security subcommittee on June 17. A week later, he came to the capital and declined to deny the charge on the grounds the answer might incriminate him.

Hearings Start

Simultaneously, a task force of the Senate committee announced the start of hearings in the first week of July on legislation to strip away collective bargaining rights from Communist-dominated labor unions. Under court rulings, including one affecting IFLWU, the government is powerless under present legislation to outlaw Red-led unions.

The exact procedure of the task force is to be seen, but the committee has IFLWU on a list of reportedly Communist-dominated unions that it wants to deprive of collective bargaining rights. It may invite officers of the union to testify, and it may have others testify about the union.

Markham was "fingering" by Herbert Philbrick, former undercover agent of the FBI, who has repeatedly come up with sensational revelations of Communist Party doings. Philbrick told the Senate committee that he worked with Markham on "projects to do Communist propaganda" while a member of the CP's education committee.

Of the union, he said:

"It was pretty well dominated and controlled by the Communist Party, although, of course, not all the members of the union itself were party members."

Markham had his say a week later. Upon request, he appeared before the House Un-American Activities committee in Washington, along with counsel, Harold Cammer of New York. He admitted he was discharged from the inactive naval reserve in the

autumn of 1952 after a Navy loyalty board review. "A kangaroo proceeding," he said.

Philbrick, he said, is "a liar and perjurer." He would not argue with "a skunk."

Where did Philbrick lie? came the question. Markham declined to answer on the grounds it might incriminate him.

At several points, Markham was asked if he is or ever was a member of the Communist Party. At each point, he declined to answer. After the outburst about Philbrick, committee members directed him to answer, arguing that his immunity was lost by the outburst. Again, he declined.

"Do members of the union have a right to know if Markham is a card-carrying Communist?" came the question. Markham said:

"I am responsible to a group of workers who see me day in and day out and know exactly the kind of work I do and it is my desire to serve them and be highly regarded by them.

Rep. Gordon H. Scherer, R., O., asked: "Do you not think the workers whom you represent are entitled to know whether today you are a member of the Communist Party or not?"

Markham replied: "My members know what I do. They can judge me by my acts and they see me day in and day out. And I would be willing to stand before them any day and defend my record before them. In fact, I do not need to do it. They will do it themselves."

Markham's Background

Markham told the committee he was born in Independence, Wis., took a bachelor of arts degree with honors from the University of Wisconsin in 1933, worked for the Wisconsin Rapids Tribune in 1933, the New Bedford, Mass., Standard Times until 1936, the Associated Press in Boston until 1939, when he worked for both the Newspaper Guild of Boston and the Massachusetts State CIO.

In 1942 he joined the Navy as a lieutenant junior grade, and left November, 1945, with the rank of lieutenant commander. He was with the Massachusetts state CIO until 1947 when he joined the IFLWU as educational director.

COMPENSATION RATES CUT FOR SHOE WORKERS

New Rates Apply Only In Massachusetts

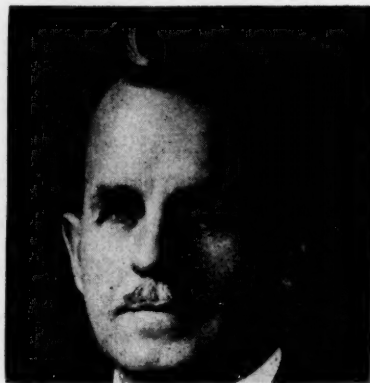
The New England Shoe and Leather Association reports that the Commissioner of Insurance for the State of Massachusetts, following a public hearing at which this Association was represented, has approved new rates for Workmen's Compensation Insurance which has resulted in a reduction in the manual rate for boot and shoe manufacturing from \$1.03 to \$.99 per \$100 of pay roll, to apply to policies effective on and after July 1, 1953.

Rates for the tanning industry were increased from \$2.03 to \$2.30 per \$100 pay roll, instead of an original proposal of \$2.37 which was opposed by the New England Shoe and Leather Association.

Shoe stock manufacturing rate was increased from \$2.04 to \$2.60, instead of \$2.68 as originally requested.

Rubber boot and shoe manufacturing rate was increased from \$1.06 to \$1.10 per \$100 pay roll.

Linen Thread Head



H. Wickliffe Rose, newly-elected president of the Linen Thread Co., Inc., who succeeds the retired D. Leonard Malcolm. Rose, formerly assistant to the president of American Viscose Corp., came to Linen Thread on June 1. He has been a pioneer in the development and sale of rayon yarn and staple and long a recognized leader in textile development, having served as chairman of the Board of the Textile Research Institute. Malcolm is terminating a 50-year career with Linen Thread.

SHEEP POPULATION STILL ON UPGRADE

World sheep numbers at the beginning of 1953 are estimated by the U. S. Foreign Agricultural Service at 817 million head, compared with 806 million head a year earlier, an increase of slightly over 1%. Current numbers are 9% above the 1936-40 average but only 4% above the wartime record number of 782 million head in 1942.

The sheep population numbers has maintained an upward trend since 1947 although the rate of increase has been slower in the last year. Both cattle and sheep numbers at the beginning of 1953 were up slightly over 1952 while hog numbers were down somewhat.

Sheep numbers are estimated to have increased in the major wool producing countries of the Southern Hemisphere with the exception of Argentina where emphasis is now being given to cattle raising. Sheep and beef cattle compete directly for feed and resources in these countries. However, the steady increase in world wool prices during the past 12 months has favored increases in sheep numbers.

Slaughter has been heavy in most countries with losses due to natural causes less than usual, allowing an actual increase in over-all numbers. The only major producing country showing a decrease was the U. S. where numbers on Jan. 1, 1953, were estimated at 27.9 million head, 1% below a year ago and 22% under the 1942-51 average.

World Sheep Population

	(In 1,000 Head)		
	1953	1952	1951
North America	38,700	39,300	38,100
Europe	125,500	122,600	118,600
U.S.S.R.	90,000	90,000	86,000
Asia	165,500	162,700	156,200
So. America	129,000	126,200	120,400
Africa	113,300	112,200	110,500
Oceania	154,600	153,000	150,400
Total	816,700	806,000	780,200

Cincinnati Outing Attracts Good Turnout

Some 125 enthusiastic members and guests of the Cincinnati Shoe & Leather Club were present June 23 at the group's second annual golf tournament and dinner held at the Cloverbrook Country Club in Cincinnati. Fully 85 of the assembled group took part in the golf tournament.

Golfing honors of the day went to William Sennott, Jr., of the Ohio-Kentucky Mfg. Co. of Ada, O., with low score of 73. Tom Earls of Cin-

cinnati was runner-up. Both were awarded two-suiters suitcases.

Prizes for the highest scores—a pair of boxing gloves apiece—were awarded Jim Moses of H. C. Godman Shoe Co. and George Edgar.

Afternoon festivities over, guests were served a complete steak dinner. All partook in a drawing for door prizes.

Ernie Furstenau, president of the club, delivered the welcoming speech while Al Huesing served as chairman of the dinner honoring William A. Lawson, recently retired leather buyer for Selby Shoe Co. Lawson was presented with a leather chair and ottoman. Armin Kauffman was chairman of the outing committee, assisted by DeForest Bush, Ed Cleveland and George Hoffman.

Elected Miles Treasurer



Leon Richman, who has been elected a vice president and treasurer of Miles Shoes, division of Melville Shoe Corp. He succeeds Joseph S. Oettinger, recently resigned to enter private practice as a management consultant. Richman has been associated with Miles Shoes, operator of 156 shoe stores, for the past seven years as controller. Prior to that time he served as a commissioned officer in the cost and price analysis branch of the Quartermaster Corps.

St. Louis Shoe Output Up 6% In April

Shoe production in the Eighth Federal Reserve District during April totaled 8,447,000 pairs, nine percent less than the 9,321,000 pairs produced in March 1953 but fully six percent above the 7,971,000 pairs reported in April last year.

Output for the first four months of 1953 amounted to 35,316,000 pairs, 12 percent more than the 31,468,000 pairs produced in the corresponding 1952 period.

WORLD RUBBER NEEDS STILL ON UPGRADE

United States Has 5-Year Supply On Hand

Unless there are substantial new plantings of natural rubber and increased productive capacity for American-made rubber, steadily-increasing worldwide demands for rubber by 1960 will exceed by 25 percent present total capacities of natural and synthetic rubber combined.

This was predicted by George Flint, director of the Rubber Heel and Sole Manufacturers Association, speaking before the 48th annual convention of the Shoe Service Institute of America held last week in Chicago.

Flint, who gave a brief description of the history and development of natural and synthetic rubber, told how dependent both American industry and the consuming public are upon good rubber products.

He stressed the point that the world at large and the United States in particular face a serious rubber shortage in the year ahead. During 1952, "the U. S. consumed 1,260,883 long tons of all kinds of rubber, 453,846 of which was natural rubber and 807,037 tons American-made rubber, indicating natural rubber was 36 percent of total rubber consumption.

"Currently, the natural rubber ratio is nearly 40 percent. This is a far cry from 1945 when natural rubber consumption under war conditions was as low as 13 percent of total rubber consumed, the balance being the wonder material—American-made rubber."

Strategic Stockpiling

Flint said the U. S., as part of its security program, has built up a strategic stockpile of natural rubber sufficient to carry us through a five-year war.

He described the many improvements made recently in rubber soles and heels and increasing consumer acceptance of these products. "You will experience ever-increasing public demand for products made of this material which assure foot comfort, cushioned walking with protection against cold and dampness, all coupled with satisfactory wear.

"Be assured also that there will be no slackening of rubber manufacturers' aggressive efforts by radio, television, billboards and other forms of display advertising, as well as by word and picture in consumer media, to compel the public to go to the shoe repair shops to obtain these rubber products."

MILWAUKEE GOLF OUTING SNAPS



Outing views show members and guests of the Leather and Allied Trades Associates of Milwaukee at the group's annual golf tournament and get-together held June 23 at the Ozaukee Country Club in Thiensville, Wis. Left to right, top row: Gordon Taylor, Abe Drasin, Ed Kirkman, James Neylon, John Lindquist, Roy Leck, Nick Beucher, Jr., Al Gibbert, Ed Sykes and Pete Gebhardt. Second row: Ed Agner, Cy Ripple, Don Harden, Louis Bartlett, Bud Gage, Wes Sharp and Ad Wakeford. Third row: Bob Lotz, Pete Gebhardt, C. J. Siegma, Vern Pryor, Tom Richardson, Jack Shain, Ralph Parker, Charles Potts, L. J. Geuder, W. E. Regan, E. T. Holman and W. R. Brock. Fourth row: Joe Schmank, Ken F. Trimble. On right, members of General Committee: Bud Gage, John Owan, George Chamberlain, Bud Wakeford, Ken Trimble, Fred Atkinson, Paul Oestreich, Joe Schmank, Ole Rosenquest (Asst. Chairman), Fred Schneider (General Chairman), Joe Kiehl and Chuck Miller. Bottom row: Paul Oestreich, Ole Rosenquest, Fred Schneider, John Olson, George Chamberlain, Edward A. Doege, Owen G. Brown and Henry F. Kohlmliller.

LEATHER UNION ASKS BAN ON HIDE DUTIES

Says Industry Is Facing "Stagnation"

The International Fur and Leather Workers Union joined industry in asking Congress to keep up duties on finished furs and leather goods and to cut them on raw hides and skins.

Mindel Samuel of the union testified before the House Ways and Means Committee which is considering extension of the Reciprocal Trade Agreements Act for a year beyond its June 12 expiration date.

He asked:

1—Hold tariffs on dressed furs and leathers at not less than present rates.

2—Close loopholes which allow some partially dressed furs to come duty free as raw fur skins.

3 — Bar tariffs or obstructions against imports of hides and skins needed for fur and leather industries of the United States.

He said:

"The leather tanning industry faces serious problems.

Industry Booming

"American industry as a whole has been booming. Total industrial production is 150 per cent higher on an overall average than it was in the late 1930's."

"But production of the leather industry is scarcely equal to average output in the 1935-39 period. Where 50,000 workers were employed in leather tanning in 1939, now only about 42,000 are at work.

"The sharp decline of the leather industry in the total pattern of American industry stems from two primary causes: (1) synthetic leathers which have been introduced upon a wide scale; (2) production of shoes has not kept pace with the overall increase in national output or income.

"The purchase of Cadillacs for the wealthy has increased enormously. But production of shoes has scarcely kept pace with the growth in population.

"Stagnation is the word for the state of the leather industry. In the fur industry the word collapse is more nearly accurate."

UNITED SHOE WORKERS GIVEN 3% PAY BOOST

Close to 3,000 production workers employed at the Beverly, Mass., plant of United Shoe Machinery Corp. have been given a three percent wage increase, according to Frank P. Hyde, general superintendent at the plant.

The company announced the pay boost on the day following opening of new contract negotiations with Local 271, United Electric Radio and Machinery Workers of America.

The increase parallels that given workers at General Electric. United Shoe generally follows the wage pattern established by G-E. Negotiations are continuing on other points in the contract.

Shoe Firms Lease Space At Levittown Center

Three more top-name shoe firms have signed long-term leases for space in the \$25,000,000 shopping center at Levittown, Pa.

They are: J. C. Penney Co., A. S. Beck and Dial Shoes.

Occupancy date for Penney and Beck is next winter. The other firm will move in this coming autumn.

These new firms are in addition to almost 30 others of all types that have already opened for business in the vast new center or will do so soon. Together they represent about half the total of some 60 retail and service organizations that will set up shop in this completely planned community of 16,000 homes.

Tenants in the second store unit to be built, including Sears, Roebuck & Co., Singer Sewing Machine Co., Teen Timers, Thom McAn and Father & Son Shoes, are now installing fixtures and equipment. All these stores will be in operation by August.

Sears will occupy about 45,000 square feet of space, of which 25,000 will be street-level retail sales area; the basement will be partly devoted to sales. The store will have a complete line of hard goods, including an extensive auto supply section.

Meanwhile, as the shopping center develops, the city itself is being built. Its present population of 4,000 families will increase to 10,000 by next March as Levitt's on-site assembly line construction system reaches a peak of 250 finished houses a week by late summer.

CAUGHT FLATFOOTED

It was a good trick if it worked, and two young Army inductees almost made it. Peter P. Ropinski, Jr., of Chicago, Army draftee, was called up for his medical exam. The doctors found he had flat feet, so he was classified as 4-F, which meant no military service for Pete.

A short while after, his friend, Robert F. Wyzkowski, received his induction notice. Thought Robert: If only I had Pete's flat feet. . . . So he got Pete to act as his substitute during the pre-induction medical exam. Sure enough, Robert (actually Pete) was also classified 4-F because of flat feet.

Then suddenly, a few days later, the wires got crossed. A check at the induction center listed Robert's height as 5 feet 10 inches—but the records of his draft board showed he was 6 feet 4 inches.

The FBI started probing, quickly uncovered the ruse. Robert and Pete now face a serious government charge, are out on bail at \$1,500 each. The boys have been caught flatfooted.

With the demand still high for **SMOOTH-FACED LEATHERS** you must look to **QUALITY** in your uppers!

You must eliminate wrinkles, boardiness, stiffness, piping.

You must obtain smoothness, soft luxurious "feel," perfect flexibility.

There is one way to get the right result: apply the correct solvent doubling cement with the perfect applicator.

Also manufacturers of:

Booth Power Folders
Boston Power Seam Rubbers
Boston Seam Reducers

Adhesive Tapes
Osgood Taping Machines
Boston Latex Cementers

Speedflex Cementers
Stampress Foot Power Folders
Bosmaeo Sewing Machine Parts



NEW YORK DOUBLING CEMENTER, Model 7RP
The AIR CUSHION DOUBLER

BOSTON MACHINE WORKS CO.

LYNN MASS. U.S.A. C.

BRANCH OFFICES:

Dallas, Texas	Whitman, Mass.	Columbus, Ohio	Chicago, Ill.	Kitchener, Ont.	Woodridge, N. J.
Johnson City, N. Y.	Cincinnati, Ohio	Milwaukee, Wis.	St. Louis, Mo.	Los Angeles, Cal.	

Average Weekly Hours and Average Hourly Earnings in the Footwear (Except Rubber) Industry for Selected States

State	February	1 9 5 3 March	April
California			
Average weekly hours	37.7	37.2	35.6
Average hourly earnings	\$1.55	\$1.57	\$1.55
Indiana			
Average weekly hours	40.9	41.6	37.9
Average hourly earnings	\$1.17	\$1.16	\$1.16
Illinois			
Average weekly hours	39.4	39.9	38.3
Average hourly earnings	\$1.31	\$1.33	\$1.33
Maine			
Average weekly hours	39.1	38.7	36.7
Average hourly earnings	\$1.29	\$1.31	\$1.35
Maryland			
Average weekly hours	39.3	39.0	37.8
Average hourly earnings	\$1.09	\$1.08	\$1.08
Massachusetts			
Average weekly hours	38.5	38.5	36.7
Average hourly earnings	\$1.42	\$1.43	\$1.42
Missouri			
Average weekly hours	39.6	39.2	36.4
Average hourly earnings	\$1.26	\$1.29	\$1.27
New Hampshire			
Average weekly hours	39.5	39.2	36.1
Average hourly earnings	\$1.37	\$1.39	\$1.40
New York			
Average weekly hours	39.1	38.5	38.1
Average hourly earnings	\$1.43	\$1.43	\$1.42
Ohio			
Average weekly hours	39.9	38.5	36.6
Average hourly earnings	\$1.31	\$1.33	\$1.33
Pennsylvania			
Average weekly hours	42.3	42.1	39.9
Average hourly earnings	\$1.13	\$1.14	\$1.13
Wisconsin			
Average weekly hours	41.1	41.3	39.7
Average hourly earnings	\$1.35	\$1.36	\$1.36

SOURCE: U. S. Department of Labor, Bureau of Labor Statistics (6-53)

Hooker Net Up

Hooker Electrochemical Co., Niagara Falls, in its report for the six months ended May 31, 1953, shows net sales of \$19,111,100, which compare with \$18,781,800 reported for the corresponding period a year earlier. Net income in the latest six months period was \$1,730,200, equal after preferred dividends, to \$1.51 per share of common stock. For the six months ended May 31, 1952, net income was \$1,568,900, or \$1.51 per common share, after preferred dividends.

Expansion Program

Commenting on highlights of the half-year, E. R. Bartlett, chairman, and R. L. Murray, president, stated:

"Our expansion program is progressing on schedule. At the Niagara Falls plant, a boiler feed water treatment plant, a new muriatic acid plant, and additional rectifier capacity have recently been completed and placed in operation, and real progress has been made on the construction of a new research laboratory building. At Tacoma, Washington, the expansions of caustic soda, chlorine and ammonia capacities are well advanced and will be in production this fall. Construction activity at our new Montague, Michigan, plant is now approaching a peak, and the extensive facilities there are expected to be producing before the end of 1953.

**NOTHING
SURPASSES
GENUINE
LEATHER**



Our Seal of Quality

**TANNERS OF
FINEST IN
SHEEP AND
LAMBSKINS**

FULL CHROME LAMBSKINS WITH COMBINATION TANNAGES TO MATCH.
GARMENT SUEDES AND GRAINS — GLOVE LEATHERS — SHEARLINGS

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CHARMOOZ

THE PERFECT SUEDE LEATHER

BLACK AND COLORS

AMALGAMATED LEATHER CO'S. INC.

WILMINGTON 99,

DELAWARE

Prizes, Prizes, Prizes For Chicago Outing

Prizes, prizes and more prizes will be the order of the day at the golf outing of the Hide & Leather Association of Chicago scheduled for July 23 at the Rolling Green Country Club, Arlington Heights, Ill.

A full day's events have been planned in addition to the regular golf tournament and guests will be given their choice of spirited activity or just plain leisure. Outing chairman is Jim Morrison while Al Walker of Edgar S. Kiefer Tanning Co. is prize chairman.

Tickets are available from Herb Weinstein, 170 North Franklin St., Chicago (FRanklin 2-8313), at \$12 for events and dinner and \$7 for dinner only. Checks should be made payable to the Hide & Leather Association of Chicago.

Shoe Chains Seek End Of Handbags Excise

A full-scale campaign to obtain removal of the 20 percent retail tax on women's handbags is now being planned by a newly-appointed tax committee of the National Association of Shoe Chain Stores. This is the word of Jack M. Schiff, executive vice president of Shoe Corp. of America and chairman of the Association tax committee.

Schiff said the Association regards handbags as an important item of women's apparel and the only item of clothing which bears a discriminatory federal tax. He added that this imposes unfair burdens on moderate and lower income budgets since the greater proportion of handbags sell for \$5 or less.

Several members of Congress have already introduced bills for repeal of the handbag excise and the Association plans to testify before Congress as well as preparing economic facts and briefs, organizing publicity and obtaining consumer and industry support.

Other members of the committee are: W. M. Blackie, General Retail Corporation, Nashville; Simon Edison, Edison Brothers Stores, Inc., St. Louis; Lester R. Fallon, Melville Shoe Corporation, New York; I. M. Kay, The Berland Shoe Stores, Inc., St. Louis; D. L. Slann, Butler's, Inc., Atlanta; George L. Smith, G. R. Kinney Co., Inc., New York; and Morton B. Weiss, Triangle Shoe Co., Inc., Wilkes-Barre.

PROMOTED AT NORTH AND JUDD



Participants in the expansion of its sales force by North & Judd Mfg. Co., New Britain, Conn., world's largest maker of shoe buckles and small metal parts, are, left to right, Stanton A. Foley, recalled from the field to head one of the company's seven sales divisions, and Alex Parda, resident manager of the new Detroit office. Foley has been with the firm since 1924 and covered Pennsylvania, New York State, Vermont and parts of Canada. Parda will cover Michigan, Ohio, eastern Indiana, Kentucky and western Virginia. Joseph L. Brindisi has been appointed resident manager of the new Buffalo, N. Y., office and Warren E. Kingsbury is joining the New England sales force.

• Waze & Shaw has been organized by Philip A. Waze and Edward D. Shaw to make slit, reinforced and novelty metallic yarns for the shoe trade, it is reported. Offices are located at 817 East 12th St., Brooklyn.

• Jack Schaefer, salesman and service manager for Singer Mfg. Co. during the past 17 years, will serve in a similar capacity in Cleveland.



FLEXIBLE

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MADE AT OUR MERCERSBURG TANNERY DIVISION

backed by the name that stands for higher quality

- Solid and firm tannage, but mellow enough to channel well.
- Uniform natural light color.
- Closely sanded flesh side.
- Consistently well-trimmed and uniform weight.
- Meets all chemical and physical requirements for making a comfortable and long-lasting shoe.

Loewengart AND COMPANY
Manufacturers of Gahna Leathers

COMPARATIVE LEATHER PRODUCTION FIGURES

		CATTLEHIDE LEATHERS (In 1,000 hides)						
	Total Cattle Hides	Sole	Upper	Belting, Mechanical	Harness Saddlery	Bag Case, Strap	Upholstery	All Others*
1939	22095	7833	12124	531	477	387	510	233
1940	21070	7032	11582	675	524	382	601	272
1941	28121	9080	15600	1064	650	581	699	448
1942	30828	10432	15598	1213	637	936	386	1625
1943	25656	8290	13073	1292	632	800	231	1338
1944	26152	8420	13002	1439	613	629	232	1818
1945	27566	8525	14567	1324	556	572	272	1750
1946	26905	8510	14057	1158	510	827	378	1465
1947	28824	8924	15529	1134	440	813	529	1455
1948	26070	8016	14213	1004	270	760	594	1213
1949	23332	6384	13753	739	227	674	461	1074
1950	24391	6127	15377	789	218	813	689	1312
1951	22703	5414	14054	984	284	673	632	728
1952	22663	5150	14508	618	232	692	637	826
Jan.	2123	472	1343	64	23	66	72	83
Feb.	1995	472	1224	65	22	63	66	83
Mar.	2020	463	1244	63	24	63	78	85
Apr.	2132	480	1329	70	24	67	80	82

*Data from 1942 forward not directly comparable with previous data.

CALF, KIP, GOAT, KID, SHEEP AND LAMB LEATHERS (In 1,000 hides)

		Sheep Leathers					
	Calf, Kip	Goat, Kid	Total Sheep, Lamb	Glove, Garment	Shoe	Shear-lings	All Others
1939	14027	40419	38914	18420	11604	2563	6327
1940	11387	37697	37920	17725	9966	3322	6907
1941	13098	45373	51915	22542	14166	5779	9428
1942	12264	41127	53629	19459	14983	9596	9591
1943	11112	37351	59315	20415	15474	11210	12216
1944	10930	34653	53976	20370	15040	6690	11876
1945	11636	24026	52450	17294	17153	6508	11495
1946	10836	24123	47999	15781	13349	9923	8918
1947	12471	37188	36535	11265	12498	5409	7363
1948	10480	37970	33492	10419	11392	4993	6688
1949	10173	34774	28644	8411	9998	4498	5737
1950	10661	37159	31501	9750	10708	5322	6091
1951	7955	31111	24504	7108	8548	3074	5774
1952	9971	30472	27936	10142	9144	3558	5092
Jan.	930	2802	2215	743	787	254	431
Feb.	857	2719	2368	883	715	296	474
Mar.	936	3172	2319	872	707	246	494
Apr.	940	2971	2414	1007	719	268	420

U. S. SHOE EXPORTS DOUBLE IMPORT RATE

Exports of footwear by United States manufacturers and distributors during 1952 more than doubled the number of shoes imported into the country, according to the New England Shoe and Leather Association.

In a study of shoe exports-imports, based on data from the Department of Commerce, the Association listed exports of footwear from the United States last year at 3,972,517 pairs valued at \$13,784,328. During the same period, imports from foreign countries totaled 1,215,269 pairs with a dollar volume of \$7,052,370.

FAST MOVING

It took Daytimer Shoe Co. just four days to move 226 shelving racks with a capacity of 120,000 pairs of shoes plus 70,000 pairs together with office and warehouse equipment supplies — 24 trailer loads in all — from Worcester, Mass., to new warehouse and offices at 450 Harrison Ave., Boston. On the fifth morning, the company began to ship shoes to its dealers.

"Operation Moving," as company members called it, came off a success because of "scientific planning," according to Clarence N. Jacobson, company president. "We sat down and drew up a complete plan for the move along with a blueprint of our new quarters which, incidentally, comprises 15,000 square feet or 50 percent more floor space than we had in Worcester."

Daytimer's carefully engineered layout and larger floor space at its new quarters, have resulted in more efficient In-Stock operations.

Vulcan Completes Purchase Of U.S. Bung

Vulcan Corp., with general offices in Cincinnati and plants in Portsmouth and Cincinnati, O., has announced completion of negotiations for the purchase of U.S. Bung Mfg. Company.

Vulcan, which manufactures wooden heels and lasts as well as bowling pins, reported the deal with U.S. Bung involved some \$250,000. The latter firm has made wooden stoppers for barrels, wooden pins for stop vents and stop plugs.

A. J. Giese, Vulcan president, said operations at U.S. Bung are continuing with its former personnel.

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MILITARY BIDS AND AWARDS

COMBAT BOOT AWARDS

A total of 14 contracts have been announced by the Armed Services Textile and Apparel Procurement Agency in New York on two invitations covering procurement of russet combat service boots, mildew resistant. Pairage awards totaled 1,407,956 pairs.

Awards on TAP-30-352-53-704, item 1, regular sizes, item 2, supplemental sizes, were as follows: International Shoe Co., St. Louis, 100,000 pairs at \$7.39 per pair; General Shoe Corp., Nashville, Tenn., 50,000 pairs at \$7.40 per pair; John Addison Footwear, Inc., Marlboro, Mass., 10,112 pairs at \$7.01 and 9,888 pairs at \$7.95.

Contract winners on TAP-30-352-53-705 were: General Shoe Corp., 100,000 pairs at \$7.10-\$7.20 per pair; J. F. McElwain Co., Nashua, N. H., 200,000 pairs at \$6.80; Endicott-Johnson Corp., Endicott, N. Y., 249,300 pairs at \$6.97; International Shoe Co., 300,000 pairs at \$7.18-\$7.48 and 148,656 pairs at \$8.08; John Addison Footwear, Marlboro, Mass., 60,000 pairs at \$6.65-\$6.75.

Doyle Shoe Co., Brockton, Mass., 12,000 pairs at \$7.19; A. S. Kreider & Son Co., Palmyra, Pa., 36,000 pairs at \$7.10-\$7.21; also A. S. Kreider, 24,000 pairs at \$7.09-\$7.19; Belleville Shoe Mfg. Co., Belleville, Ill., 30,000 pairs at \$7.38; Kirkendall Boot Co., Omaha, Neb., 48,000 pairs at \$7.50; and Sportwelt Shoe Co., North Easton, Mass., 30,000 pairs at \$7.45.

GLOVE BIDS

Independent Glove Co., Chicago, bid low on item 1 of TAP-764, 470 pr. heavy-duty grain buckskin palm heavy-duty gloves for the Navy, offering the total quantity at \$2.08 per pr.; 60 days acceptance, 1/4 of 1% in 20 days.

Item 2 of the same invitation—570 pr. of rubber protector gloves, also for the Navy—was bid low on by Mid West Glove Co., Inc., Chicago. The firm offered all at 2.63 per pr.; 60 days acceptance, 1% in 20 days. Two other manufacturers submitted bids.

AWARD SERVICE SHOES

Three additional awards have been announced by the Armed Services Textile and Apparel Procurement Agency of New York on Invitation TAP-30-352-53-747 covering men's high, black leather, service shoes.

J. F. McElwain Co., Nashua, N. H., was awarded 100,000 pairs at \$5.98 per pair; International Shoe Co. of St. Louis, 51,880 pairs at \$6.68; and Alberts Shoe Co., Inc., Middleboro, Mass., 30,000 pairs at \$6.15. Procurement is for the Air Force.

WOMEN'S SHOES

A. S. Kreider Shoe Co. of Palmyra, Pa., has been awarded contract on TAP-30-352-53-731 covering 10,917 pairs of women's high black leather service shoes at \$5.59 per pair.

MEN'S SHOES

Sportwelt Shoe Co., Inc., of North Easton, Mass., has been awarded contract on TAP-30-352-53-747 covering 30,000 pairs of men's high black leather service shoes at \$5.81 per pair.

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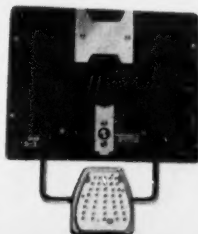
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Person to Person

• **Cameron Mackenzie** has been appointed branch manager of the Boston district office of American Cyanamid Co., Calco Chemical Division,



Dyestuff Department. Mackenzie has been with Calco since 1946. Robert P. Wood has been named branch manager of the Providence (R. I.) district office.

• **Maurice E. Snyder**, associated with W. D. Byron & Sons, Inc., Williamsport, Pa., tanner, has begun a four-week course at the Pratt Institute School of Leather and Tanning Technology in Brooklyn, N. Y. Snyder is assistant superintendent in charge of finishing leather and is in charge of labor personnel. **James Edgar Byron**, son of the late Cong. William D. Byron, will complete a year's course at Pratt in Aug.

• **James L. Blair** has been named superintendent of Allen-Squire Co. in Spencer, Mass. He succeeds the late Edmund H. Squire.

• **John R. Crawford** has been named midwestern sales representative for Brown Co.'s Solka-Floc division. Brown, which manufactures shoe innersoles and other products, makes Solka-Floc, a cellulose fiber used as an extender and filler in rubber for footwear.

• Directors of Selby Shoe Co., Portsmouth, O., have announced election of **Phillip Harries-Jones** as president and general manager of the company. He succeeds **N. B. Griffith**, who has retired. **Homer Selby** was elected senior vice president; **Wallace Benton**, vice president in charge of sales; **Edward W. Hoescht**, vice president and director of industrial relations; **O. F. Price**, vice president in charge of bulk sales; **Julius Johnson**, vice president; **Joseph Donohoe**, secretary, and **Glenn F. Lang**, treasurer.

• **Larry Hagerman** has joined Belcher Last Co. of Stoughton, Mass., according to E. D. Robinson, president of the firm. Hagerman is well known throughout the industry for his work in developing and promoting lasts.

• **Jack Zablow** has resigned from his position as partner and secretary of Colonial Footwear Corp., New York maker of women's and children's slippers. Zablow formerly was associated with A. S. Beck Shoe Co.

• The Kid Leather Guild has announced that **Miss Jan Tyroler** has been appointed assistant director. Formerly with Saks Fifth Ave., Miss Tyroler succeeds **Mrs. Geri Matthau** who is retiring to private life.

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LEATHER ACTIVITY AT LOW EBB WITH MANUFACTURERS ON VACATION

But Tanners Are Optimistic On Outlook For Next Six Months

NEW YORK MARKETS

Upper Leather: Trading slow in the leather market as most of the shoe factories and tanneries will be closed for vacation.

Lists on large spread elk around 42-40c and down, on combination leather from 46-44c and down, according to tanner, etc. However, some tanners are offering 1c to 3c down from lists, this according to how much the tanner wants to sell, how the particular leather wanted is in demand, and the tanner's own supply situation. This makes for varying prices.

About the same is true in calfskins as women's weight calf is in demand but too high priced for lots of manufacturers. Suede calf starts at \$1.15 and down but volume trading here is \$1.05 to \$1.00 and some even do not want calf as high as a dollar. Smooth in women's weights about \$1.00 to 95c and down.

Sole Leather: This market is slow. On bends, most tanners say they have sold at 56c for 9/10 iron bends and at 53-54c for 10 iron and up bends. On middle weights, 8-9 iron bends around 60-62c and on

lights, 8 iron and under around 68-70c, is said the market. Volume moved is small but tanners are in well sold-up positions and not pushing to sell stock.

In offal, bellies remain very firm at 28-30c for cows and steers and some tanners will not sell under 30c. Shanks in well-sold positions, too, and some tanners have none to sell. Others quote 22c on fore shanks and 26c on hind shanks. Single shoulders also in good position at 40c for lights with heads on and 45c with heads off.

BOSTON

Sole Slow: With most shoe manufacturers shutting down for vacation period, Boston sole leather tanners find very little business this week. Steadiness of hide market keeps tanners' price lists level but there is not enough buying to define any price trend.

Bends listed as before. The 10 irons are still 57-56c and down for tannery run; 9/10 irons at 60c and down; 8/9 irons at 66-65c and below; light bends 72-70c and down.

Sole leather tanners of Philadelphia find there is little interest shown in anything they have to offer.

Prices and Trends of Leather

KIND OF LEATHER	THIS WEEK	MONTH AGO	YEAR AGO	1952 HIGH
CALF (Men's HM)	80-1.10	85-1.15	70-98	85-1.10
CALF (Women's)	70-94	70-99	67-85	80-1.03
CALF SUEDE	70-1.05	75-1.10	80-90	85-1.10
KID (Black Glazed)	75-90	75-90	75-90	75-90
KID SUEDE	80-96	80-96	80-95	80-96
PATENT (Extreme)	55-60	54-59	38-45	56-60
SHEEP (Russet Linings)	18-32	18-32	17-28	18-32
KIPS (Combination)	60-64	58-62	48-56	56-60
EXTREMES (Combination)	51-55	52-56	46-52	54-56
WORK ELK (Corrected)	39-43	38-42	35-45	38-46
SOLE (Light Bends)	68-72	68-72	65-68	65-70
BELLIES	27-30	27-29	24-26	26-27
SHOULDERS (Dble. Rgh.)	52-56	52-56	50-55	50-55
SPLITS (Lt. Suede)	33-39	33-39	30-36	35-39
SPLITS (Finished Linings)	18-22	18-22	18-20	24-26
SPLITS (Gussets)	16-17	14-16	16-18	18-20
WELTING (1/2 x 1/4)	8	8	7 1/2	8
LIGHT NATIVE COWS	19-19 1/2	20 1/2	16 1/4-17 1/4	17 1/2-18

All prices quoted are the range on best selection of standard tannages using quality rawstock.



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SHOULDERS, BELLIES, SHANKS, Etc.

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Sole Offal Holds

Despite approaching plant shutdowns, some sole leather offal tanners and dealers report a few sales here and there. The business is surprising for this time of year but some shoe manufacturers appear to need some leather. Volume light overall.

Cow bellies listed at 30c and down; more interest at 29-28c. Steer bellies wanted at 28-27c but some tanners are asking 29c and even 30c. Single shoulders quiet with lights bringing in low 40's, mediums in middle 30's. Lightweight double rough shoulders still 56c and below. Nothing doing on heads and shanks.

Calf Eases

Not much in the way of trading on Boston calf leather market but recent declines in calfskins have forced tanners to lower their prices from 3-5c on finished leather. Even the new prices fail to attract buyers at this time.

New price lists, when available, show women's weight calf listed at 96-94c and down for better grades. Very little doing here. LM weights, B grade, listed around 89c and below. Men's weights, top grades, listed all the way from \$1.14-\$1.12 to well below this. B grade, HM's around \$1.09 and down. Suede generally \$1.10 and down.

Sheep Slack

Sheep leather business slow as expected this week. Tanners say they have done good business over the year to date with many well ahead of last year. Garment sheep tanners still find considerable call.

Russet linings still find more interest at 23c and below. Boot linings 27-26c and down. Colored vegetable linings 27c for "fancy" colors, 26c and below for staple colors. Chrome linings 30c and down generally. Some tanners list this up to 31c.

Garment suede most active at 34c and below. Top grades listed up to 38c. Garment grain active at 30c and below. Better grades 34-33c and down.

Side Slow

Very little doing this week, according to Boston side leather tanners. Most have had excellent six months, expect to equal or even better this in coming months. Overall, the majority expect better year than in 1952 which was fairly good itself.

Prices not too definite in absence of trading. Combination-tanned extremes around 55c and down for HM weights. Larger spread 51c and be-

low for HM's. Vegetable-tanned extremes 54-50c and down. Large spread elk 48c and below. Work shoe retan 45-41c, work shoe elk 43-39c.

Combination-tanned kip sides find slow going at 64-63c and down for HM weights. Corrected vegetable kips 63c and below. Interest, if any, below these ranges.

Splits Draggy

Vacation shutdowns have slowed Boston splits leather sales to a walk. However, tanners report some interest at steady prices.

Women's suede splits listed at 37-35-33c for LM in black. Men's black suede splits at 42-40-38c. Lining splits at 22-20-18c. Boston tanners report gussets find some interest at 16-15-14c for naturals, 17-16-15c for black.

Flexible innersole splits listed at 30-28-25c for M weights, 33-31-28c for HM weights, 40-38-35c for H weights, 3c more for HH weights. Naturals are 24-22-19c for M weights, 27-25-21c for HM's, and 37-35-30c for H weights.

Kid Slows Down

Kid leather tanners of Philadelphia say business seems to be slowing down as far as new orders are concerned.

Rawskin prices said to have eased up by those tanners who have done some recent buying.

Average Kid Leather Prices

Suede 32c-96c
Linings 25c-55c
Crushed 35c-75c
Glazed 25c-\$1.00
Slipper 25c-60c
Satin Mats 69c-98c

Belting Slack Also

Curriers say there has been a slowing up of business along with the rest of the industry. Most local curriers getting ready to shut down for their vacations so that little is happening.

AVERAGE CURRIED LEATHER PRICES

Curried Belting	Best Selec.	No. 2	No. 3
Butt Bends	1.30-1.35	1.25-1.31	1.13-1.27
Centers 12"	1.61-1.64	1.51-1.55	1.39-1.45
Centers 24"-28"	1.56-1.58	1.49-1.52	1.40-1.53
Centers 30"	1.47-1.52	1.41-1.47	1.31-1.43
Wide Sides	1.21-1.25	1.15-1.21	1.05-1.14
Narrow Sides	1.15-1.17	1.10-1.13	1.00-1.07

Premiums to be added: Ex Light, plus 5c-10c; Light, plus 7c; Heavy, minus 5c-10c; Ex Heavy, minus 5c.

Glove Leathers Better

Pigskins, Sudans and Iranians supply the bulk of heavy leather. Pigskins quoted from 55c to 60c for a good cuttable grade. Low ends quoted as low as 20c for the throw outs. Demand is fair.

Sudans sold from 40c down with bulk of business around the 33c level. Irans quoted at 26c, 22c and 18c plus one cent a foot for pigtexing. Business brisk.

Suedes not too much of a factor to date. Some grey suede business at 38c for the domestic variety. Production extremely limited. Hair types bring up to 60c but demand is small.

Work Glove Good

Trade advices report a goodly amount of business in work glove splits during the past week or so.

As a result, market for top finished splits firm. LM weight work glove splits bringing 17c for No. 1 grade, 16c for No. 2 grade, 15c for No. 3 grade. In the case of M weight, prices obtained have been 18c for No. 1 grade, 17c for No. 2 grade and 16c for No. 3 grade. In one selling quarter, prices a cent higher than the above levels were talked during the week but no sales confirmed as yet.

Bag, Case and Strap Same

Case leather holding steady, 2-2 $\frac{1}{2}$ ounce quoted at 41-42c, 3-3 $\frac{1}{2}$ ounce at 44-45c. Grade A russet strap leather unchanged with 4/5 ounce at 53c, 5/6 ounce at 55c, 6/7 ounce at 57c, 7/8 ounce at 59c, 8/9 ounce at 61c, 9/10 ounce at 64c and 10/11 ounce at 67c. Prices for B grade are 3c less and for C grade 5c less than the above quoted levels for russet while premiums are charged for glazed finish amounting to 2c and for colors about 3c more.

Garment Good

Demand has held up very well for garment leathers and has been described as phenomenal in some quarters. Many tanners well sold up and even ahead into production with the result that they have considerable deliveries to make on their backlog of orders previously booked.

Current prices generally considered quite firm and could be obtained for additional quantities of both sheepskin and horsehide varieties of garment leathers. Good tannages of horsehide garment leather last reported sold at 44c and down. Suede sheepskin garment leather bringing average prices of 32-34c for volume business with top grades bringing 36-38c and down and as high as 40c and down for very choice tannages. Grain finish sheepskin garment leather has brought an average price basis of around 30c with business done at 34c and down for top grade.

Some Extracts Ease

Wattle Bark and Wattle Extract quoted lower this week because of lowered freight rates. Valonia Cups and Beards reduced slightly in price. Other materials unchanged. Tanning Oils firm and unchanged.

Raw Tanning Materials

Divi Divi, Dom., 48% basis shp't, bag...	\$72.00
Wattle bark, ton "Fair Average"	\$100.00
Ground "Merchantable"	\$ 97.50
Sumac, 28% leaf	\$120.00
Ground	\$110.00
Myrobalans, J. 1's Bombay	\$46.00
Sorted	\$48.50
Genuines	\$50.00
Crushed 42-44%	\$65.00
Valonia Cups, 30-32% guaranteed	\$61.00
Valonia Beards, 40-42% guaranteed	\$81.00
Mangrove Bark, 30% So. Am.	\$58.00-59.00
Mangrove Bark, 38% E. African	\$77.00

Tanning Extracts*

Chestnut Extract, Liquid (basis 25% tannin), f.o.b. plant	
Tank cars	4.40
Barrels, c.l.	5.30
Barrels, i.c.l.	5.65
Chestnut Extract, Powdered (basis 60% tannin), f.o.b. plant	
Bags, c.l.	11.28
Bags, i.c.l.	12.00
Cutch, solid Borneo, 55% tannin	.08%
Hemlock Extract, 25% tannin, tk. cars	
f.o.b. works	.0625
bbls. c.l.	.061.
Oak bark extract, 25% tannin, lb.	
bbls. 6 1/4-8 1/4, tks.	.06%
Quebracho Extract:	
Solid, ord., basis 63% tannin, c.l.	.11 31/64
Solid clar., basis 64% tannin, c.l.	.12 3/16
Wattle extract, solid, c.l., East African	
60% tannin	.10
Wattle extract, solid, c.l., South African	
60% tannin	.1015

Powdered super spruce, bags, c.l.	
.05%; i.c.l.	.05%
Spruce extract, tks., f.o.b. wks.	.01%
Myrobalan extract, solid, 55% tannin.	.07%
Myrobalan extract, powdered, 60% tannin	.10
Valonia extract, powdered, 63% tannin	.09%
Quebracho Extract, Powdered, Swedish spray dried, 76-78% tannin	.16%
Wattle Extract, Powdered, Swedish, 73% tannin	.15%
Powdered Spruce, spray dried, Swedish	.04
Myrobalan, Swedish, Powdered 65-70%	.11%
Oakwood, Swedish, solid, 60-62%	.11%
Oakwood, Swedish, powdered, 64-66%	.12
Larchbark, Swedish, solid, 54-56%	.11%
Larchbark, powdered, Swedish spray-dried, 58-60%	.12%

Tanners' Oils

Cod Oil, Nfd., loose basis, gal.	.00-.95
Cod, sulphonated, pure 25% moisture	.13-.13 1/2
Cod, sulphonated, 25% added mineral	.12
Cod, sulphonated, 50% added mineral	.10 1/2
Castor oil, No. 1 C.P. drs. i.c.l.	.26
Sulphonated castor oil, 75%	.23 1/2
Linseed oil, tks., f.o.b. Minn.	.149
drums	.164
Neatsfoot, 20° C.T.	.31
Neatsfoot, 30° C.T.	.29
Neatsfoot, prime drums, c.l.	.18
i.c.l.	.18
Neatsfoot, sulphonated, 75%	.16 1/2-.17 1/2
Olive, denatured, drs. gal.	2.20
Waterless Moellon	.14
Artificial Moellon, 25% moisture	.13
Chamois Moellon, 25% moisture	.11-.12
Common degreas	.18-.20
Neutral degreas	.30-.31
Sulphonated Tallow, 75%	.11-.12
Sulphonated Tallow, 50%	.07-.08
Sponging compound	.13-.14
Split Oil	.11-.12
Sulphonated sperm, 25% moisture	.14-.15
Petroleum Oils, 200 seconds visc., tks., f.o.b.	.16
Petroleum Oils, 150 seconds visc., tks., f.o.b.	.15
Petroleum Oils, 100 seconds Visc., tks., f.o.b.	.14

*Imported Extracts are plus duty.

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BOSTON, MASS.

PACKER HIDES MOVE AGAIN AS PRICES HOLD STEADY

*Continued Heavy Kill, Drought, Prompt Packers
To Sell Freely*

Packer Hides Active

Big packer hide market active again this week, about 75,000 hides sold by big four killers late Monday and Tuesday with further demand for various selections pointing toward prospects of close to 100,000 hides being sold again for the entire week. Up to mid-week, steady prices realized on all selections except branded cows which met with increased buyer resistance.

One big packer finally accepted $\frac{1}{2}c$ to 1c lower prices on branded cows, moving a block of 16,000 at 15c for Denvers, $15\frac{1}{2}c$ for regular northern points and 16c for lighter avg. weight southwesterns.

In addition to the branded cow business, all four big packers participated in branded steer business, selling over 26,000 on the steady basis of 13c for butts and 12c for Colorados.

Heavy native steers were kept well sold up at 15c for river points while

Chicago productions, due to favorable freight costs, brought $15\frac{1}{2}c$. Some business in light native steers on the river at $17\frac{1}{2}c$ while low grub St. Paul production brought a premium or 18c. Extreme light native steers sold steady at 21c. Light native cows moved at 19c for rivers and $19\frac{1}{2}c$ for Chicago productions.

Independents Move

Just prior to decline in big packer market on branded cows, an independent Wisconsin packer early this week sold 850 branded cows at 16c. This seller also sold a pack of heavy cows later at $17\frac{1}{2}c$ although it was reported a Minnesota packer sold 1,300 Austin heavy cows at $18\frac{1}{2}c$ and about 600 Colorados at 12c.

Other outside packers active sellers. Packers' Assn. at Chicago sold 1,200 heavy native steers at $15\frac{1}{2}c$, 900 butts at 13c, 1,400 Colorados at 12c, 2,600 light cows at $19\frac{1}{2}c$ and 1,200 branded cows at $15\frac{1}{2}c$. A large Iowa packer

sold 700 light native steers at $17\frac{1}{2}c$ and there were rumors of further business by this seller in other selections at going market prices.

An eastern packer sold a car of Baltimore light hides at 19c and 16c and a car of Pennsylvania allweight cows at 18c, bulls at $10\frac{1}{2}c$. Another eastern killer sold car of Pittsburgh June-July brands at $13\frac{1}{2}c$.

Small Packers Limited

More offerings of small packer hides within the past week or ten days but sellers have found demand rather limited and tanners generally inclined to back away from the market. Some buyers have expressed lower ideas of value. Increased marketings of cattle from drought sections in the southwest responsible for a stepped-up kill and greater production of light hides.

Trade advices report Texas 40-41 lb. avg. small packer hides obtainable at 18c flat fob. but slow to move at that price. Some movement of southwestern 44-45 lb. avg. hides in the range of $16\frac{1}{2}$ -17c, several cars moving at $16\frac{3}{4}c$ price alone, flat fob. shipping points.

In the midwest, some 42 lb. avg. hides were sold down to 16c flat fob. in later trading, sellers originally asking $17\frac{1}{2}c$ for these hides. Reported that 48 lb. avg. midwestern small packers were offered at $15\frac{1}{2}c$ flat fob. shipping points during the week but buyers slow to meet that price although some 50 lb. avg. sold at 15c selected fob. Heavier averages nominal around 14-14 $\frac{1}{2}c$ for 54-56 lb. avg. and $13\frac{1}{2}$ -14c for up to 58 lb. avg. as based on last reported sales.

Country Hides Draggy

Very little interest in country hides of late and only a few sales made here and there. Soft undertone of market tended to bring out more offerings from sellers at various points and while some asked a half cent more, additional supplies could be obtained at last paid levels or $12\frac{1}{2}c$ for locker-butcher hides and 12c for mixed country allweights averaging 50-52 lbs.

Renderer hides quoted at $11\frac{1}{2}$ -12c nominal for 48-50 lb. avg., flat tr'd. fob. shipping points. In carload lots, glue hides remained around $10\frac{1}{2}$ -11c and country bulls at $7\frac{1}{2}$ -8c fob. shipping points.

Calfskins Ease

Late last week, two of the big packers sold close to 30,000 calf at lower prices. One sold 13,000 heavy calf at $57\frac{1}{2}c$ for St. Paul, 56c for

HIDE FUTURES

COMMODITY EXCHANGE, INC., FUTURES MARKET

	Close July 2	Close June 25	High For Week	Low For Week	Net Change
July	17.10B	17.69N	17.70	17.00	—59
October	16.55T	17.05B	16.95	16.43	—50
January	15.85B	16.30B	16.10	15.80	—45
April	15.45B	15.78B	15.60	15.20	—33
July	15.10B	15.45B	15.07	15.00	—35
October	14.85B	15.10B	14.85	14.75	—25

Total Sales: 249 lots

HIDE AND SKIN QUOTATIONS

	Present	Week Ago	Month Ago	Year Ago
Heavy native steers	15 -15 $\frac{1}{2}$	15	16	14 $\frac{1}{2}$
Light native steers	17 $\frac{1}{2}$ -18	17 $\frac{1}{2}$	19	18
Ex. light native steers	21	21	22	20
Heavy native cows	17 $\frac{1}{2}$ -18 $\frac{1}{2}$	17 $\frac{1}{2}$ -18 $\frac{1}{2}$	18 -19	16 -16 $\frac{1}{2}$
Light native cows	19 -19 $\frac{1}{2}$	19 -19 $\frac{1}{2}$	20	17 $\frac{1}{2}$ -18
Heavy Texas steers	13	13	14 $\frac{1}{2}$	13 -13 $\frac{1}{2}$
Butt branded steers	13	13	14	13
Light Texas steers	13 $\frac{1}{2}$	13 $\frac{1}{2}$ N	16 $\frac{1}{2}$	16 $\frac{1}{2}$
Ex. light Texas steers	18 $\frac{1}{2}$	18 $\frac{1}{2}$ N	19 $\frac{1}{2}$	18 -18 $\frac{1}{2}$
Colorado steers	12	12	13 $\frac{1}{2}$	12
Branded cows	15 $\frac{1}{2}$ -16	16 -16 $\frac{1}{2}$	17 -17 $\frac{1}{2}$	14 $\frac{1}{2}$ -15
Native Bulls	10 $\frac{1}{2}$	10 $\frac{1}{2}$	12 $\frac{1}{2}$	9 $\frac{1}{2}$ -10
Branded Bulls	9 $\frac{1}{2}$	9 $\frac{1}{2}$	11 $\frac{1}{2}$	8 $\frac{1}{2}$ -9
Packer calfskins	50 -57 $\frac{1}{2}$	50 -60	55 -65	32 $\frac{1}{2}$ -45
Packer kipskins	31 -36	35 -42	35 -42	30 -36

NOTE: Price ceilings have now been completely ended by the government. All remaining goods and services have been removed from price controls. All regulations winding up controls require that applicable records be held until April 30, 1955.

Chicago and 52½¢ for St. Louis productions. The other sold 16,500 calf involving 4,000 St. Louis heavy and light, 7,500 Milwaukee allweights and 5,000 St. Paul lights at 52½¢ for heavy and 50¢ for light.

One of the big packers reported to have booked some all point kip at 36¢ and overweights at 31¢ and some southern offered at 35-30¢ with bids solicited. One packer sold 1,000 Nashville overweights at 31½¢.

Packer slunks nominal, regulars last selling some time back at \$2.30 and large hairless at 85¢.

Small packer skins had a soft undertone. Allweight calf considered nominally top at last trading basis of 45¢ for good plump small productions.

Some Texas small packer kip offered at 28-29¢ without takers and it was reported midwestern production sold as low as 25¢. Country calf offered at 23-24¢ slow to sell and the same situation prevailed in kip at 20-21¢ for carload lots although one sale of country kip reported this week at 20¢.

Horsehides Tight

Efforts of buyers to obtain more good northern slaughterer whole hides at \$11.25 trimmed and \$12.25 untrimmed fob, shipping points not very successful as sellers asked \$1.00 more for limited offerings. Later, some business done at \$13.00 untrimmed and \$12.00 trimmed fob, shipping points. Dealers still principal buyers at these top prices for cutting purposes. Tanners of whole hides have not been so keenly interested and usually have ideas around 50¢ less.

Cut stock moving well around \$8.50 for good regular run of northern fronts with up to \$9.00 reported paid for special lots. Butts, 22" and up, have moved at \$4.00-4.25 and a choice lot brought \$4.35.

Sheep Pelts Steady

Market has been steady to possibly a shade firmer on shearlings as sales made in the range of \$2.00-2.50 for big packer No. 1s while same producers have sold at \$1.70-1.80 for No. 2s and \$1.10 for No. 3s. Clips nominal at last paid basis of \$2.85.

Last sales of June genuine spring lamb pelts reported in the range of \$3.20-3.30 per cwt. liveweight basis for midwestern packer productions. Reports that eastern packers sold some southern lambs at \$3.00-3.05 per cwt. liveweight basis.

Although some sellers asking higher prices, buyers' limits on full

wool dry pelts have been around last reported paid levels ranging 29-30¢ fob. Pickled skins bringing \$17.50 per dozen for summer quality clear lambs.

Dry Sheepskins Quiet

Vacations, restrictions of export licenses and fluctuating foreign exchange keep trading at a minimum. Latest reports from Brazil state following the drop in exchange, shippers would have to obtain advances and have therefore withdrawn their offerings until this is cleared up.

Reported that some trading in Brazil cabretta regulars, 68/70 kilos, at \$10.50 fob. However, those shippers who would be willing to trade now have much higher views. Otherwise, hair sheep markets slow and nominal as relatively few offers received and then at prices usually above the ideas of buyers here.

Wool sheep markets continue mixed and latest advices from Australia say prices have again advanced at last auctions. At Melbourne, 18,000 skins offered and market generally one to three pence dearer.

At Sydney, 44,000 skins were offered and market was generally two to five pence dearer. Trading has slowed down in the Argentine as selling quarters state that shippers are

having difficulty in obtaining export licenses and previous commitments are still not being shipped.

Pickled Skins Slack

With the season about finished on New Zealand, very little business passing in foreign skins as most asking prices are too high for buyers here. Domestic market holding steady with summer lambs selling at \$17.50-18.00 per dozen, as to sections.

Reptiles Slow Down

Selling quarters report a slowing up in demand due to the vacation holidays generally in force at the present time. Occasional small sales noted.

Brazil back cut tejus, 15/60/25 assortment, have sold at 71¢ fob, while 17/19 centimeters sold at 25¢. Some all 25 centimeters and up chameleons sold at 18¢ fob.

An easier tone to ring lizards but few sales as buyers and sellers apart in their ideas of value. Javas quoted from \$1.40-1.45 as to assortment and Siams are held up to \$1.60.

India market slow. Several inquiries for belly cut wet salted Agra lizards but at reductions from the back cuts, which shipper unwilling to accept. Bids of 22¢ for 8 inches up, averaging 9 inches, 29¢ for 9 inches



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Retan of Chrome Upper, Suede Splits, Sheepskin Garment and Suede. In vegetable Blends for Sole, Bag, Case and Strap, Flexible Splits, Sheepskin Linings, Pretan of vegetable Leathers. Mordant.

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Special Representative Warner C. Davis

up, averaging 10 inches, and 36c for 10 inches up, averaging 11 inches, 80/20 assortment, Agra back cut lizards have been refused with sellers' ideas slightly higher. Wet salted Bengal back cut lizards offered at 90c for 10 inches up, averaging 12 inches, 80/20 assortment. Last sales 10" up, avg. 11", 80/20, at 75c.

Shippers have firmed up on whips, asking 54c for Madras bark tanned, 4 inches up, averaging 4½ inches, 70/30 selections. Up to 45c asked for Calcutta alum tanned whips. Wet salted ramgodies available at 13-13½c and alum tanned water snakes, 3 inches up, averaging 3½ inches, 70/30, at 16c. Most of these prices too high.

Deerskins Steady

Brazil "jacks" holding fairly steady as while there is not too much interest, offerings are limited. Maranhao said selling at 66c and Para-Manaos at 64c, ex-dock New York. New Zealand easier and offerings at 75c c&f. have failed to interest buyers.

Pigskins Spotty

Buying has slowed down even of spot skins as most buyers have bought

fairly well for this season's commitments and now are anxious to see how glove business will materialize after the vacation period.

Manaos grey peccaries sold at \$2.10-2.20 and Para grey peccaries at \$1.75, basis manufacturers. Not much interest for shipment though dealers have been picking up small lots at \$1.90 for Manaos grey and \$1.30 for black peccaries, fob., basis importers.

Goatskin Prices

INDIA & PAKISTAN	Today	Last Month
Amritsars (1200 lbs.) ..\$8½-8¾	\$8-8.37½	
Best Patnas	Nom.	Nom.
Muzafferpores	Nom.	Nom.
Dinajpores	Nom.	Nom.
Daccas	Nom.	Nom.
Calcutta Kills	Nom.	Nom.
Coconadas (1.70/1.80 lbs.)\$9¼ @	\$9¼-10	
Deccans (1.70/1.80 lbs.) ..\$9¼ @	\$9¼-10	

CHINAS	Today	Last Month
Szechuans, lbs.	Nom.	Nom.
Hankows, lbs.	Nom.	Nom.
Chowchings, dz.	Nom.	Nom.

MOCHAS	Today	Last Month
Berberahs	\$8¼ @	\$8.75
Hodeldahs	Nom.	\$5¼-6
Battis	\$12-12½	\$12.00
Battl types	\$10-10½	\$10.50
Addis-ababas	Nom.	Nom.

AFRICANS	Today	Last Month
Algiers	Nom.	Nom.

Casablanças	Nom.	Nom.
Marakesh	Nom.	Nom.
Constantines	Nom.	Nom.
Orans	Nom.	Nom.
Tangiers	\$9.10	Nom.
West Province Ex. Lts. ..	48c	48c
Port Elizabeth Ex. Lts. ..	46c	46c
Nigerians, lbs.	\$1.02	\$1.05-08
Mombasas, dz.	\$11.00	\$10¼-11¼

LATIN AMERICANS

Mexicans	Today	Last Month
Matanzas, etc. (flat)	Nom.	Nom.
Oaxacas	Nom.	Nom.

Venezuelans	Today	Last Month
Barquisemetos	47½c	47c
Coros	47c	47c
Maracalbos	Nom.	Nom.
La Guayras	Nom.	Nom.

Colombians	Today	Last Month
Rio Hache	Nom.	Nom.
Bogotas	Nom.	Nom.

West Indies	Today	Last Month
Jamaicas	Nom.	Nom.
Haitians	44-46c	44-46c
San Domingos	38c	37-41c

Brazils	Today	Last Month
Cearas	73-75c	72c
Pernambucos	71-75c	72c
Bahias	Nom.	72c

Argentines	Today	Last Month
Cordobas/Santiagos	50c	49c
Pampas	Nom.	Nom.

Peruvians	Today	Last Month
Paytas	44-46c	44c
Ayacuchos	Nom.	44c

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LEATHER

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ALWAYS

DERMABATE

COMPOUNDS AND LIQUID EXTRACTS
AMERICAN EXTRACT CO. PORT ALLEGANY, PA.

NEWS QUICKS

About people and happenings coast to coast

Arkansas

• Employees of the **International Shoe Co.** plant at Conway have voted 266-223 to affiliate with **United Shoe Workers of America, CIO.** It was the first time workers at the factory, opened in 1946, had voted for unionization.

Delaware

• A two-alarm fire at the warehouse of **Diamond State Tanning Co.** in Wilmington caused injuries to four persons and resulted in over-all damages of \$24,000.

Maine

• Officers of **Passaquoddy Shoe Corp.** have informed town officials that they will be forced to move out of Quoddy Village at Eastport unless suitable larger quarters can be found.

• Personal property of **Mitchell Shoe Co., Inc.,** Biddeford manufacturer of women's footwear, is reported to have been seized by the U. S. Treasury Department for non-payment of taxes and sold at public auction.

• **Hammond Shoe Co.,** Bangor shoe manufacturer, is reported in process of liquidation.

Massachusetts

• **Otis Leather Co., Inc.,** of Brockton is currently celebrating its 34th anniversary in business under the direction of Frank and Albert Zarella. Official date of the anniversary is July 19.

• **Apt Shoe Co.** reports its advertising agency, Friend, Reiss, McGlone, has prepared a series of 3-dimensional, full-color stereo-realist slides for its line of Aptitude shoes. The slides along with script and stereo-realist viewer are now standard equipment for every Apt shoe salesman.

• **Curtis Shoe Co.,** closed for the past six weeks, will re-open on July 13, according to Fred Barlow, vice president of the company. The company union has been asked to notify the 250 workers employed at the plant. Workers have been asked to defer their July vacation this year until an unannounced date later this year.

Creditors have been asked to forego claims for payment of indebtedness until Sept. 30.

• **Sherman Footwear Co.** of Marlboro will continue in business despite the fact that the firm is now in receivership, according to Norman Sherman, vice president of the firm. Sherman said the firm is not only finishing orders on hand but accepting new ones. Only 40 of the former 100 employees are now at work but this number will shortly be doubled, Sherman reported. Sherman Footwear is offering creditors a settlement of 15 percent at five percent after confirmation and five percent after six months and one year.

• **John Flautt,** president of **John Flautt Shoe Co., Inc.,** Lynn, is reported to have acquired all stock of the firm and to have taken over the offices of president and treasurer. Both Harold Gordon, treasurer, and Nathan Waldman, clerk, have resigned in order

to open their own firm for the manufacture of women's footwear. Flautt has a capacity of 2,500 pairs per day of women's and teen-age shoes.

• Firms setting up new offices in the Pentucket Mills building in Haverhill include **Cowan & Shain,** purchaser, **United Shoe & Leather Co., L. & W. Heel Co., Follansbee Co., The Craft Shop, Universal Box Toe Co.,** and **New England Chemical Co.**

• **Jalmo Shoe Co.** of Lynn has paid creditors first and final dividend of five and one-half percent.

• Co-receivers have been appointed in Chapter XI proceedings of **Hermal Shoe Co., Inc.,** Everett manufacturer of women's footwear.

Maryland

• Public sale of merchandise and fixtures of **Mason-Dixon Shoe Co.,** Baltimore shoe wholesaler, realized \$4,800, it is reported.

Minnesota

• **Economy Department Store** of Minneapolis is reported requesting general extension from creditors. The



<p>EAGLE Corrected Grain Elk Sides</p> <p>MERICAN Full Grain Prints</p> <p>HAVEN SIDES Chrome</p> <p>SKUFNO</p>	<p>OTTAWA Corrected Grain Elk Sides</p> <p>WOLVERINE-PRINTS Corrected Grain</p> <p>ROAMER SIDES Combination</p> <p>TUFTOE</p>
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EAGLE-OTTAWA LEATHER COMPANY, GRAND HAVEN, MICH.



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SHOE BUCKRAMS

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Ask your supplier for
SNYDER BUCKRAMS
Once Used — No Other Will Satisfy

**SAMPLES
ON REQUEST**

SNYDER BUCKRAM CO. 621 RIVER ROAD
CLIFTON, N. J.

company proposes to pay 12 and one-half percent on or before Aug. 1 and 12 and one-half percent each 90 days thereafter until liabilities are liquidated. The latter is estimated at \$30,000.

Missouri

• **Vaisey-Bristol Shoe Co.**, Monett maker of Jumping Jack shoes for infants and children, has been approved for membership in the St. Louis Shoe Manufacturer Association, according to Arthur H. Gale, executive secretary of the group. The company's headquarters were formerly located at Rochester, N. Y.

• **Edison Bros. Stores, Inc.**, St. Louis shoe chain, will add eight new ladies' shoe outlets during 1953, according to Harry Edison, president, who added that three existing major units will be enlarged. Total number of Edison stores after addition of eight units will be in the neighborhood of 250, according to Edison.

• **Juvenile Shoe Corp.** of Sarcoxie reports it is increasing production of children's shoes by at least 25 percent. New equipment and space are being added to permit increase of capacity

from 2,000 to 2,500 pairs daily. The plant has been in operation since March 1948.

New Hampshire

• **Chelmsford Shoe Co.** of Derry has signed a new labor contract with United Shoe Workers of America, CIO, which provides for a general wage increase of five percent, effective March 16, and other benefits. The contract, which covers 375 workers in the company, is similar to those in effect at other New Hampshire and Maine shoe factories where USWA is bargaining agent. Company employees, formerly members of the independent Derry Shoe Workers Association, recently voted to join with United Shoe Workers.

• **Franklin Footwear Co., Inc.**, Franklin footwear manufacturer, recently bought out Tilton Shoe Co., it is reported.

New Jersey

• **Edgar Bros. Co.** of Metuchen, N. J., and McIntyre, Ga., producer of kaolin and aluminum silicate pigments, has completed a stock recap-

italization involving a new issue of 100,000 shares of common stock. Twenty percent of the new shares were purchased by existing stockholders and officers and employees of the company. The remainder has been offered to the public at large.

• Trustees' sale of stock and fixtures of **Jack G. Carrodus**, shoe chain in Atlantic City, brought \$6,525, it is reported.

New York

• **Clark & Bullis, Inc.**, of Gloversville has been chartered by the Secretary of State at Albany to engage in leather processing. Directors are Jonah H. Clark, Henry E. Bullis and Charles W. Jenkins.

• **A. & B. Leather & Findings Co.** has been organized in New York City.

• **H. Larcada Co., Inc.**, has been organized to deal in shoe findings in New York City.

• World-famed shoe designer **Andre Perugia** has ended his association with **I. Miller & Sons** of Long Island City. Perugia, who operates from Paris, has been acting as a fashion and design consultant for Miller.

• The New York Board of Education's Evening Trade School division is offering a course in **Juvenile Shoe Fitting** to start during the coming fall semester.

• Advertising account of **Topps' Lambskins Fashion** of Johnston, manufacturer of men's and women's hand-made gloves, mittens and moccasins, has been placed with Chapman-Nowak & Associates of Syracuse.

• **R. G. Leather Co.** of New York City has moved to new quarters at 33 Spruce St., New York 38.

• **Miles Shoes**, division of Melville Shoe Corp., has announced the appointment of Leon Richman as vice president and treasurer. He succeeds John S. Oettinger, who resigned recently. Richman has been with Miles since 1946 when he joined the shoe chain as controller.

• **Venus Footwear** has been organized to manufacture women's slippers and sandals in New York City.


• Referee has confirmed Chapter XI Plan for creditors of **Amity Slipper Corp.**, Brooklyn maker of house slippers, to receive 25 percent at 10 percent in cash and six two and one-half percent notes maturing monthly starting Sept. 5.

SUEDE CALF

KID SUEDE CARR-BUCK GRAIN CALF

CARR LEATHER CO.

183 Essex St., Boston, Mass.—Tanneries at Peabody



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Width

Con. #

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Style #

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Vp. Port.

Qtr. Port.

Saddle

Back Strap

Buckle

Heel

Insert

Feeling

Comfort Pad.

Binding

Q. P. Str.

Vp. Str.

QUARTER LINING		PR. 36		LINING	
White	For #	White	For #	White	For #
98987		30	98987	30	98987
98987		30	98987	30	98987
98987		30	98987	30	98987
98987		30	98987	30	98987

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INTERNATIONAL TICKET CO.

PLANT NEWARK 4, N. J.

• Assignee's sale of assets of **D. & R. Handbag Co., Inc.**, New York City ladies' handbag maker, was held on the premises June 22.

• Tickets for the annual dinner-dance and entertainment of the **New York Superintendents' and Foremen's Association** have gone on sale at \$10 per person. The traditional industry get-together will be held Oct. 17 at the Hotel Commodore in New York. Chairman Harry R. Levy has announced that no reservations will be accepted after Oct. 10.

• Hirshon-Garfield, Inc., advertising agency will handle the Alexette and Grandoe glove lines of **Alexette Bacmo Glove Corp.**

Pennsylvania

• **Walton Gibb Leather Co., Inc.**, Philadelphia tanner, has applied for a Pennsylvania charter of incorporation.

Tennessee

• **Brown Shoe Co.**, which recently purchased capital stock of **O'Donnell Shoe Corp.** at Humboldt, reports it will manufacture its "Buster Brown" line of children's shoes at the plant along with the "Propri-Bilt" line formerly made by O'Donnell. Brown reports the present management will be retained and production at the plant will be increased to three to four times its current volume.

• **General Shoe Corp.** of Nashville will shortly erect a 50,000 square foot building at the corner of 61st Ave., North and Centennial Blvd. to house its new subsidiary, S. & F. Chemical Co., Inc., for the production of shoe finishes, specialized adhesives and chemical products. The new building will cost over \$500,000.

Canadian Notes

• Production of leather footwear in Canada during March increased 19% to 3,853,067 pairs over the 3,213,924 in March last year, continuing the uninterrupted upward trend of the preceding ten months. Aggregate output for the first quarter of this year was 10,549,689 pairs or 21%

over last year's first-quarter output of 8,697,426 pairs.

Output was higher for all main groups of footwear except youths during first quarter, showing the following, figures in brackets being for same period last year: Men's, 2,338,138 (2,094,985) pairs; Boys', 338,290 (352,553); Youths', 82,370 (77,665); Women's and Growing Girls', 5,275,607 (4,111,838); Misses', 940,460 (751,968); Children's and Little Gents', 798,324 (632,851); Babies' and Infants', 776,500 (675,566).

Production of footwear with soles other than leather advanced to 2,477,597 pairs in March or 64.3% of total production as compared with 2,042,271 in same month last year or 63.5%.

• Ground has been broken for a new plant and head office in Toronto, Ont., for **Geigy Co., Inc.**, where in addition to blending and warehousing dyestuffs, the company will operate a laboratory for technical service to the leather industry.

• **William E. Kearney** has been appointed vice-president and general manager of **United Shoe Machinery Co. of Canada Limited**. He succeeds C. R. Todd who was named general

manager and elected a director of the parent company, **United Shoe Machinery Corp.** Kearney served with many U. S. branches of United and was district manager of the Chicago office prior to his transfer to Canada in 1952.

• Hon. Lester Pearson, Canada's Minister of External Affairs and President of the United Nations General Assembly, recently toured the plant of **Bata Shoe Co.** at Batawa, Ont., at his own request. He was taken on the tour by managing director Dr. C. K. Herz, and was guest at a buffet supper of the officials of the company.

• Canadian exports of raw hides and skins are continuing to run ahead of last year. Exports advanced to \$2,980,000 in first five months of 1953 compared with \$2,091,000 in 1952. Exports of leather and products also increased in this period to \$3,314,000 as against \$2,435,000 last year.

• A two-alarm fire at the **Biltrite Rubber Co.** plant in Toronto, Ont., caused an estimated damage of \$120,000 to materials and \$20,000 to the building.

EYELETS

THE BEST IN EYELETS AND
EYELET SETTING MACHINES

ATLAS TACK CORP.

FAIRHAVEN, MASS.

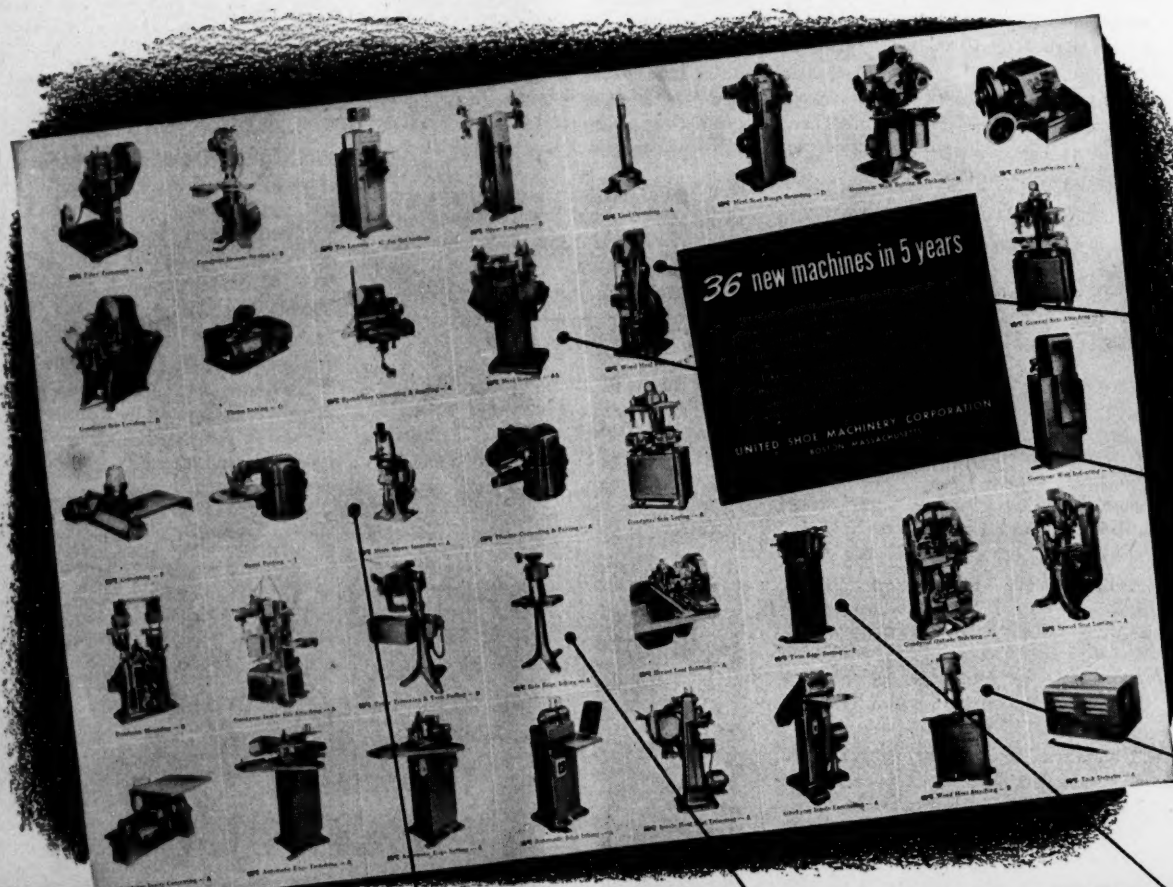
BLACKHAWK
BY
SPLITS

**WORK GLOVE
SHOE GUSSET
INDUSTRIAL
SLIPPER**

BLACKHAWK TANNERS
2171 S. FIRST ST. MILWAUKEE 7, WISCONSIN

6 New MAKING

—the result of United's
Continuing Research



USPC Drive Screw Inserting Machine — Model A
Screw reinforced wood heel attaching can be reduced from 5 to 3 operations, with corresponding reduction in cost.



USPC Sole Edge Inking Machine — Model A
Deposits a uniform amount of filler, ink or stain to edges of attached outsoles — rubber or leather — confining ink to the edge itself.

ROOM Machines

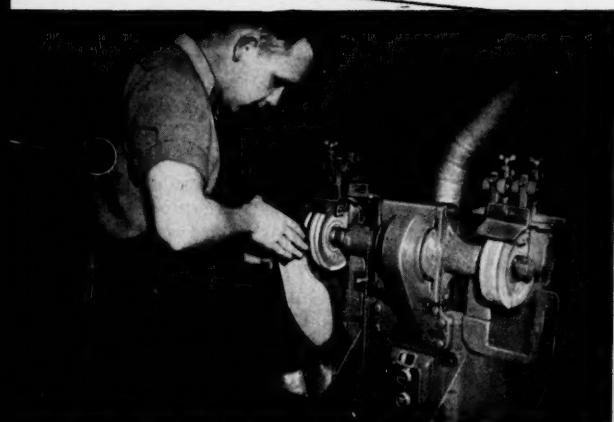
Within the span of five years, 36 new United machines have been introduced commercially to the Shoe Manufacturing Industry. Six of these machines are designed to meet Making Room requirements.

United's extensive experience in the shoe machinery field, its knowledge of shoemaking and its continuing research

program have made possible the development of these machines and the new machines yet to come.

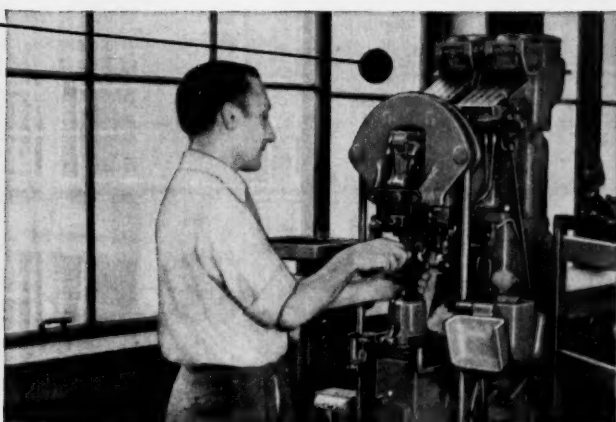
United's expert mechanical and shoemaking service along with its readily available inventories of replacement parts located in shoe manufacturing districts throughout the country assures the operating efficiency of United machines.

UNITED SHOE MACHINERY CORPORATION BOSTON, MASSACHUSETTS



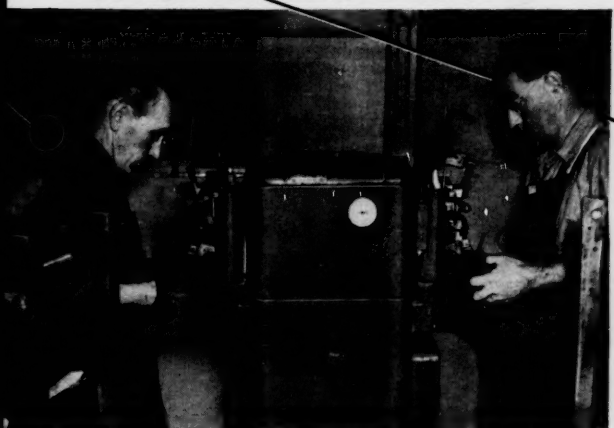
US/C Heel Scouring Machine — Model AA

Gives up to 30% more life from abrasives. Counter guards protect work. Absence of vibration eliminates chatter marks. Single wheel model (A) also available.



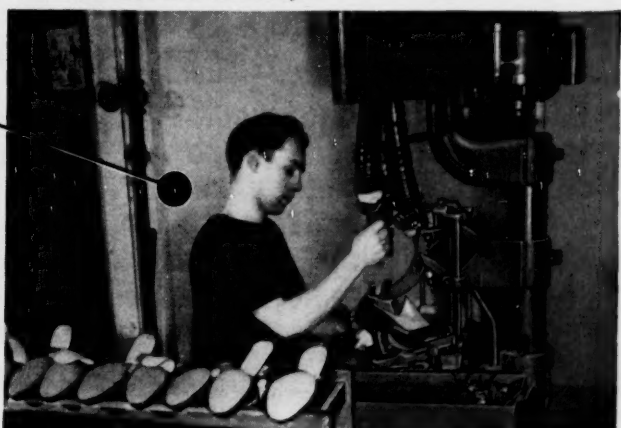
US/C Wood Heel Nailing Machine — Model C

Automatic nail loader and other features make this a top quality machine. Two different lengths or types of nails can be handled simultaneously.



US/C Twin Edge Setting Machine — Model F

At 5,600 RPM, speed of eccentric shaft provides increased oscillation, and insures quality with less physical effort.



US/C Wood Heel Attaching Machine — Model B

Provides a fast and efficient method for temporary heel attaching (wood or leather) to prefitted heel seats, or directly to outsoles.

SHOE PRODUCTION

(Concluded from Page 9)

year representing the greatest fall in the industry's history.

If our estimates for 1953 prove right (total of 514.5 million pairs), then the 266 million pairs of the first half will represent 51.4 percent, while the 248 million of the second half will amount to 48.6 percent. This is a conservative estimate, for it allows for a lower-than-average or below-normal second half, as may be recognized by a study of the figures for other years.

If, therefore, 1953 represents a return to normal balance between the two halves of the year, we may see a ratio of something like 101 for the first half as against 99 for the second. There are no indications of a dip resulting in a ratio such as 104 as against 96, as occurred in 1951.

There are some other factors supporting a healthy second half for 1953 shoe production. While retail inventories are reported to be solid, there are virtually no signs of impending glut or top-heavy stocks. While a fair portion of retail buying over past months has been to re-stock inventories that had run too low earlier,

present inventories are regarded as normal. This is important psychologically, for there is nothing to discourage retail buying more than the sight and knowledge of over-loaded inventories.

Therefore, if retail sales maintain their current normal pace, manufacturers can expect retail buying on a normal and healthy replacement basis.

Current orders on manufacturers' books, while not in the inflated status, are nevertheless substantial enough to maintain a feeling of confidence regarding output for the months ahead. Most manufacturers report fairly solid bookings for fall shoes. This indicates a substantial level of output through July and August (very close to the high levels of the corresponding months of last year), and with no current signs of any appreciable dip in September.

Another factor is "The New In Shoes" program, the fall opening scheduled for August 30. The first of these occurred last spring and was a spectacular success in areas where it was given the full treatment. The National Shoe Institute reports a far greater national participation sched-

uled for the fall opening. This could and will move a lot of shoes, thereby giving impetus to encouragement of retailers and some vigorous re-ordering in the late fall months.

Next, prices. After some price flurries of last spring, especially in men's shoes due to upped leather prices, there has been a gradual toning down to a more stable level. This status now exists, and all likelihood is that it will stay in the months ahead.

Then there is the factor of population. Births in 1953 will reach a record 4,000,000. In 1952 they were also near record high at 3.9 million. Thus the population of 1953 will show a net growth of about 2.5 million. While babies' shoes will be the beneficiary, total shoe output for 1953 should get a boost of nearly 6,000,000 pairs from this source alone. This "creeping growth" in population and its effect on total shoe production is not fully appreciated.

Lastly, the general economy. All the reliable signs point to the last half of 1953 finishing even stronger in terms of general employment and income than the first half. No one sees a Korean truce having any immediate effect on the economy over the remaining six months. Therefore, shoe business will operate in an environment of general prosperity for the country over the next half year.

Estimates Conservative

It must be emphasized that our estimates made here are deliberately conservative. Our 1952 production of 508 million pairs was not considered in any sense above normal. On a normal per capita production basis it was quite in line with basic needs.

In 1952 per capita production came to 3.26 pairs. This is not high. In fact, it has been greater than that several years in the recent past. But assuming we maintain that 3.26 level—measured against a population of 160 million, it would give us a 1953 output of 521,600,000 pairs. Therefore, our estimated figure of 514,500,000 pairs is, obviously, a conservative one, and one which we should attain without difficulty.

Summed up, it appears that the industry can look ahead with confidence for shoe output over the next half year, and the year as a whole may well prove to be the second highest on record.

FREEMAN UPPER SHAPING AND MOLDING MACHINES

★ MODEL B ★ MODEL C
★ MODEL L ★ MODEL LT

MOLD THERMOPLASTIC COUNTERS • SHAPE SLIPLASTED CLOSED BACKS • SHAPE BACK-PARTS • REDUCE SEAMS

- MOLD ONE PIECE QUARTERS
- SHAPE THE OPENINGS OF PUMPS
- SMOOTH THE INSIDES OF COWBOY BOOT SHAFTS

Send us some of your shoes—
we will
form or mold them for you.

SALES & SERVICE

NEW ENGLAND

Newburyport
Amesbury
Lowell

NEW YORK

New York City
Rochester

PENNSYLVANIA

Harrisburg

TENNESSEE

Nashville

MISSOURI

St. Louis

WISCONSIN

Milwaukee

TEXAS

Dallas

CALIFORNIA

Los Angeles

OHIO

Cincinnati
Columbus

LOUIS G. FREEMAN
FREEMAN COMPANY
CINCINNATI, OHIO

CLASSIFIED ADVERTISING

(Other Want Ads on Page 34)

Wanted and For Sale

Contract Tanning Wanted

CONTRACT TANNING WANTED, medium sized tannery located in Midwest. Want contract work on vegetable leather, steady operation.

Address F-10,
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

Shoe Supplies Line

Wanted as companion line by active sales agent with 20 years of experience in New England shoe factories. Now carrying line of shoe adhesives. Will give complete coverage in Massachusetts and New Hampshire shoe factories. Good following. Available immediately. Write Box T-13, Leather and Shoes, 10 High St., Boston 10, Mass.

Ladies' Shoes Wanted

WE ARE SEEKING a steady supply from manufacturer of worn or rejects in ladies', children's and men's shoes. Send details to:
Goldberg Bros., Exporters,
103 East Broadway,
New York 2, N. Y.
Worth 4-6518

Wanted

Light weight finished split pieces, only in light colors. Any quantity. Also leather oxf., anything resembling moccasin leather, 4 to 6 oz.

Central Mercantile Co.,
742 W. Taylor St.,
Chicago, Ill.

Mchy. & Equip. Wanted

WANT TO BUY machinery and equipment for complete upper leather tannery.

FRANK JEROME,
4020 Bandini Blvd.,
Los Angeles 23, California.

Die Salesman

Leading N. E. die manufacturer mfrs. all types of shoe dies, desires salesman or representative for New York, Pennsylvania territory. Address Box T-15, c/o Leather and Shoes, 10 High St., Boston 10, Mass.

Lines Wanted

To all manufacturers selling or desiring to sell to the New England Shoe Industry we offer aggressive representation. We have extensive background in upper leather, sole leather, fabrics and synthetics. If your product is not receiving the response you feel it should receive in this area, we shall be pleased to hear from you. Address Box T-5, c/o Leather and Shoes, 10 High St., Boston 10, Mass.

Blue Splits Wanted

BLUE SPLITS WANTED: Car or truckload quantities. Untrimmed or trimmed. Also Blue Shoulder Splits, etc. Steady user.

Address G-1,
c/o Leather and Shoes
300 W. Adams St.,
Chicago 6, Ill.

Rates

Space in this department for display advertisements is \$5.00 per inch for each insertion except in the "Situations Wanted" column, where space costs \$3.00 per inch for each insertion.

Undisplayed advertisements cost \$2.50 per inch for each insertion under "Help Wanted" and "Special Notices" and \$1.00 per inch for each insertion under "Situations Wanted."

Minimum space accepted: 1 inch. Copy must be in our hands not later than Monday morning for publication in the issue of the following Saturday.

Advertisements with box numbers are strictly confidential and no information concerning them will be disclosed by the publisher.

THE RUMPF PUBLISHING CO.
300 W. Adams St. Chicago 6

Opportunity For Tanner

WILL SELL INTEREST in established tannery. Must have actual experience in tanning and capable to take full charge. In reply state age, qualifications, and background.

Address G-3,
c/o Leather and Shoes
300 W. Adams St.,
Chicago 6, Ill.

Representative Wanted

Fatliquor manufacturer wants representation in Philadelphia-Wilmington and Midwestern territories on straight commission basis. Write giving full information and present lines handled. Address box U-1, c/o Leather & Shoes, 10 High St., Boston 10, Mass.

TEXAS SKIN PROCESSING CO.

1126 W. Malone Ave.
San Antonio, Texas

TANNERS OF
SHEARLINGS
MOUTONS
HAIR ON CALF
WOOL PULLERS
PICKLED GOATSKINS
and SHEEPSKINS

Help Wanted

Wanted

Fitting Room Department Foreman, capable of teaching help and making men's fine Welt shoes. This is a good job and good opportunity for the right person. Address Box T-6, c/o Leather and Shoes, 10 High St., Boston 10, Mass.

Leather Chemist

Leather Finishes Chemist Wanted. Must be experienced formulating and applying full finishing system on varied leather types. Good proposition for right man. Metropolitan New York. Reply Box T-14, c/o Leather and Shoes, 20 Vesey St., New York 7, New York.

Situations Wanted

Tanner and Superintendent

20 YEARS EXPERIENCE in tanning and currying vegetable and chrome belting, sole leather, chrome and chrome retan, glove leather, lace leather, hydraulic, packing, rigging leather, side leather for bag, case, strap, also upholstery leather. Best of references. Can go any place. Address F-20, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Tannery Man Available

EXPERIENCED young tannery production man seeks supervisory position in tannery or technical sales position with reputable house supplying tanning and allied trades in Midwest. Address G-2, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Splitting Machine Operator

SPLITTING MACHINE OPERATOR desires position. Has twenty years' experience on lime, pickle, and bark tan. Can furnish references. Whole hide or side machine.

Address F-9,
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

Making Room Foreman

Man of experience and ability seeks position. Knows how to get the work done well and on time. Apply Box T-11, c/o Leather and Shoes, 10 High St., Boston 10, Mass.

this
sword
challenges
CANCER



Under the sign of the cancer sword the American Cancer Society seeks to save lives by spreading vital facts to you, your neighbors, and your physicians . . . by supporting research . . . by providing improved services for cancer patients.

Only under the sign of this sword is there a three-fold, national attack on cancer. Cancer Strikes One in Five. Your Dollars Will Strike Back.

Mail Your Gift to "Cancer"
Care of Your Local Postoffice

AMERICAN
CANCER SOCIETY

Situations Wanted

Factory Manager

WISHES TO RELOCATE. Young, fully experienced in all phases of management including cost analysis, production, quality, purchasing and personnel.

Presently managing a plant producing 4,000 pairs of women's and children's welt daily.

Desires change because of acquisition of controlling interest by new group.

Will consider position as General Manager or Superintendent. Excellent references can be furnished.

Address F-18, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Superintendent

Shoe factory superintendent with exceptionally good record seeks change. Knows all shoe-making processes and stands ready to show that he can improve quality and production. Apply Box T-7, c/o Leather and Shoes, 10 High St., Boston 10, Mass.

Stockfitting Foreman

If you need a man to solve your stockfitting problems, I think I am the man you seek. Apply Box T-8, c/o Leather and Shoes, 10 High St., Boston 10, Mass.

Stitching Room Foreman

Experienced and capable stitching room man available. Best of references. If interested apply Box T-9, c/o Leather and Shoes, 10 High St., Boston 10, Mass.

Cutting Room Foreman

Do you need a good cutting room foreman? Man of proven ability available. Knows leather and fabrics. Apply Box T-10, c/o Leather and Shoes, 10 High St., Boston 10, Mass.

Other Want Ads on Page 83

Deaths

Chester B. Sim

... 63, prominent tanner, died June 26 at Salem Hospital in Salem, Mass. He was president and treasurer of Russell-Sim Tanning Co. of Salem and had been active in New England tanning circles for many years. A veteran of World War I, he lived in Marblehead for many years. Surviving are his wife, Betty; two brothers, Sumner S., and Avard G.; and a sister, Grace M.

John H. McCarthy

... shoe executive, died June 22 at Manchester, N. H. He was office manager of the former F. M. Hoyt Shoe Co. in Manchester for 15 years before the company was closed. A native of Haverhill, Mass., he lived in Manchester for over 40 years. Surviving are his wife, Evelina; a son, three daughters and two brothers.

Harry L. Dalzell

... 57, shoe supplies salesman, died this week in Boston, Mass. A veteran of the shoe supplies industry, he had been associated with the Torrington Co., manufacturer of needles, for the past 44 years, covering the Massachusetts and Northern New England territory. He was a resident of Brookline, Mass. He leaves his wife.

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The Finest name in Shaving Machine Blades SHEFFIELD from TANEXCO, INC.

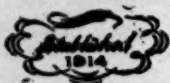
The finest name in cutting steel is Sheffield—and it's the finest name in Shaving Machine Blades.

They stay sharp with little grinding to give longer lasting, more uniform, and chatterfree results.

You can buy them only from

Tanexco, sole agents for Sheffield Shaving Machine and Highback Buffing Machine Blades. Try our imported Glazing Glasses too.

TANEXCO, INC., Sole Agents,
549 West Washington Boulevard,
Chicago 6, Illinois



Not merely a name, but a brand of Distinctive Excellence.

MANUFACTURING SPECIALISTS—FATLIQUORS, SULPHONATED OILS, HARD GREASES AND SOAPS FOR TANNERS

The Services of our Research Laboratory are at your Disposal.

WHITE & HODGES, INC.

Everett, Massachusetts

(Boston Postal District)

DREW

Synthetic Neatsfoot

OFFERS

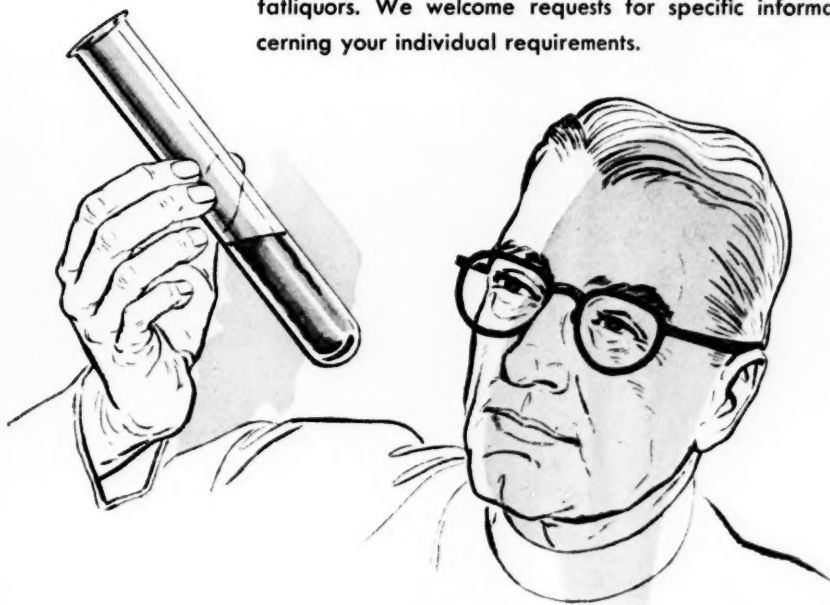
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ADVANTAGES

OVER THE REAL THING

1. Greater Uniformity
2. Freedom from Stearines
3. Lower Pour Point

DREW LUXOLENES—(1) regular, (2) higher viscosity, and (3) hygro types—may be used either straight or in blends for oiling off the grain of fine leathers, or in preparation of water dispersible fatliquors. We welcome requests for specific information concerning your individual requirements.



LEATHER OILS DIVISION

E. F. DREW & CO., Inc.

15 East 26th St., New York 10, N. Y.

BOSTON

PHILADELPHIA

CHICAGO



fit for a



QUEEN

LYNFLEX INNERSOLES

combined with foam chlorolyn

designed
for
the

COMFORT ZONE

ATT: SHOE MANUFACTURERS
AND SHOE STYLISTS

This great new comfort feature means a better wearing shoe and at less cost. LYNFLEX INNERSOLES combined with foam CHLOROLYN, the remarkable combination of foam and nature's own Chlorophyll, provides a true "comfort zone" in shoes . . . making them extra-wearable, extra-comfortable, and easier to sell — yet does not require any extra manufacturing operations. Write or wire today for the complete story.

Lynn Innersole Company is at your service with the most complete and latest designs for innersoles, platforms, wedges — in all grades to help develop better shoes. The experience of more than a quarter of a century with a wide line of shoe goods to help make better shoes is at your disposal. Consult today.

REPRESENTATIVES: Cinn., Ohio — Ernie Furstenau; Los Angeles — Leo Laskey; St. Louis — Eli "Pete" Schwartz; New York — Arthur V. Epstein, Sidney Cohen; Pennsylvania — Tom Carfagno; New England — Frank Deastlov, Hy Feldman, Phil Sneider, Dave Harrison; Milwaukee and Chicago — Phil J. Ott, Jim Ott; Nashville — Ben W. Thompson.

LYNN  **INNERSOLE CO.**

119 BRAINTREE ST., ALLSTON, MASS.